PLAY METER Magazine

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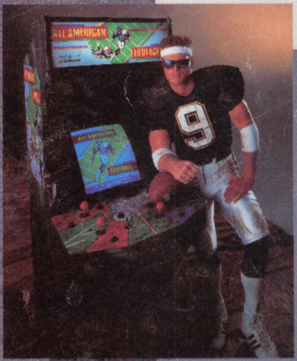
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1990 DIRECTORY

King Arthur's Round Table

VOLUME 16, No. 2 FOR THE COIN-OP ENTERTAINMENT INDUSTRY DIRECTORY 1990

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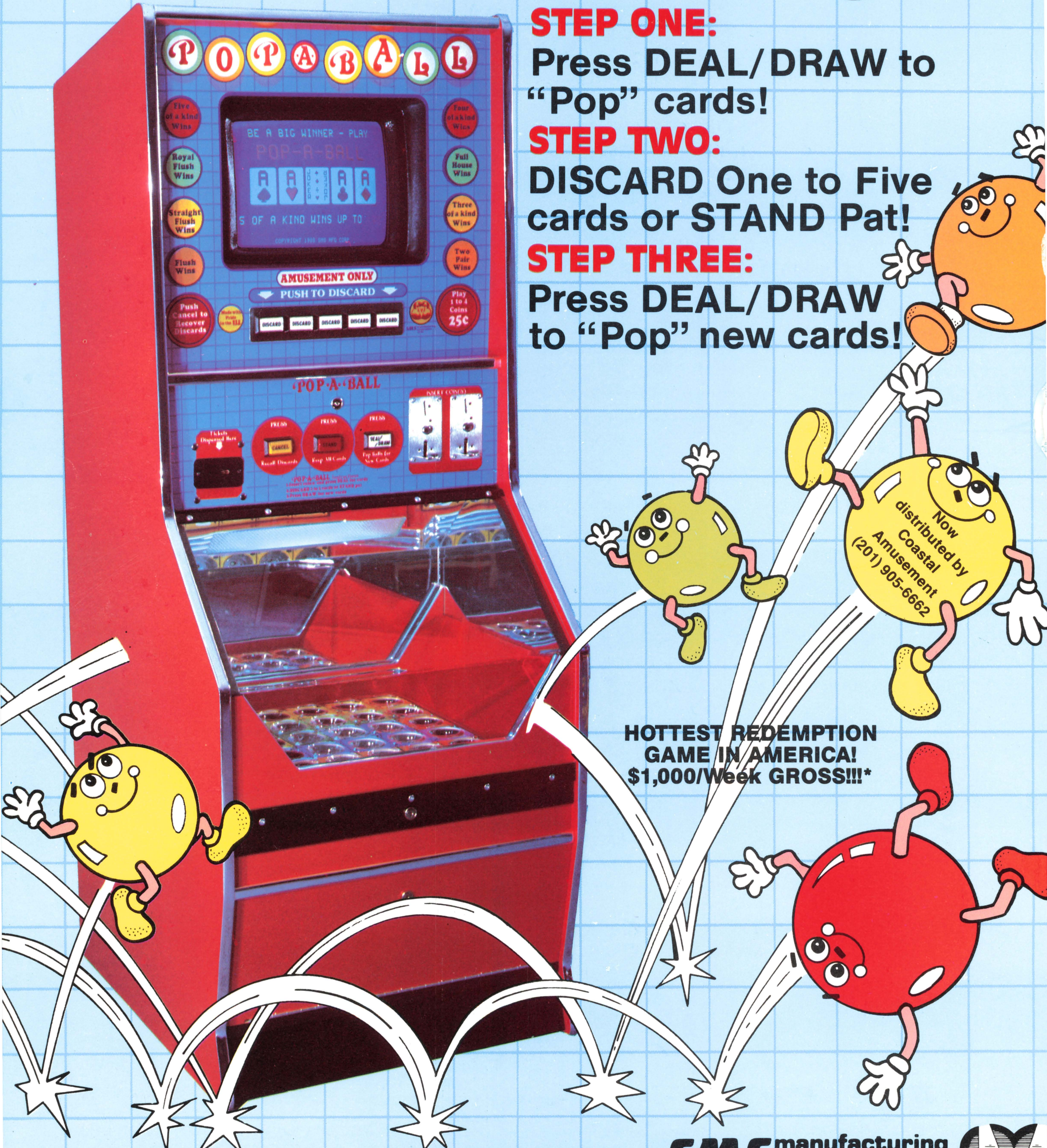
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NEWS BULLETIN

■ Nearly 95 percent of booth space for American Coin Machine Expo (ACME) '90, slated for March 9-11 at the Hyatt Regency Hotel in Chicago, has been sold. Exhibit booth sales have already surpassed last year's final total. Sponsors of the show, Play Meter magazine and the American Amusement Machine Association (AAMA), are looking forward to a record crowd at this annual spring showcase, featuring new equipment and a host of educational seminars. Anyone interested in attending or exhibiting should call William T. Glasgow Inc. at (708) 333-9292.

■ The Amusement and Music Operators Association (AMOA) will hold its 1990 Government Affairs Conference on April 29-May 1 at the Washington Court Hotel in Washington, D.C. The conference is a once-a-year forum for AMOA members to be briefed on government regulations and legislation at the federal level. They are also given the opportunity to meet with their elected representatives.

Program highlights include: sessions on dollar coin legislation, jukebox licensing and legislation, and regulations affecting tobacco vending; a briefing by AMOA officers and Robert Wilbur, AMOA's government affairs liaison, on the status of key industry issues; and congressional visits with elected officials and their staffs (AMOA's Washington office will assist members in scheduling these meetings.)

In addition, several social activities are planned, including AMOA's Congressional Reception, the annual Congressional Pinball/Basketball Tournament, and the newly added AMOA Electronic Dart Tournament. The latter will pit members of Congress and their staffs against one another—along party lines—on Tuesday evening, May 1. Also tenatively scheduled is a special AMOA benefit for underprivileged children on Monday evening, April 30.

Program, housing, and registration information will soon be mailed to AMOA operator, distributor, and manufacturer members nationwide.

■ Irem America Corp. and Fabtek Inc. have opened a joint office in Redmond, Wash. The address is 8335 154th Ave. NE, Redmond, WA 98052. The phone number is (206) 882-1093; the FAX is (206) 883-8038.

■ If you have 50 years of experience in the coin-op industry, please contact Steve Kordek for information on the Half Century Club. They are planning a meeting during the upcoming ACME show in Chicago. Kordek can be reached at (312) 267-2240.

■ Just a reminder that the Florida Amusement/Vending Association's (FAVA) 5th Annual vending tradeshow will take place Feb. 2-4 at the Omni Expo Center in Orlando. Besides the many exhibits, there will be seminars, a banquet, and a golf tournament. For more information, contact Kathey Fanning at (904) 878-3134.

■ Jaleco USA has a new address. It's 310 Era Drive, Northbrook, IL 60062. The phone number is (708) 480-1811; the FAX is (708) 480-9231.

■ We would like to extend our sympathies to Mike Pace of U.S. Games in the loss of his father James Pace on Jan. 6. Mike and his brothers and sister held a private service in Durham, N.C., where Mr. Pace's parents are buried.

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Directory 36

A to Z and more is covered in this year's comprehensive directory listing of manufacturers, distributors, support and supply, and associations around the globe. Keep it close at hand as a year-long reference book you don't want to be without.

Year in Review Index 196

If you've ever scratched your head in confusion over past articles you're sure you've read, but can't locate, the Year in Review Index will jog your memory. Every article is listed by category, giving the issue date and page number. Rereading Technical Topics, for example, will be a snap.

COVER

Leland has provided us with a graphically outstanding cover this issue to match the successful string of sport-themed games that put them on the coin-op map. Featured are the *Track-Pak* for *Super Off Road*, *John Elway's Team Quarterback*, *All American Football*, and the new novelty game, *King Arthur's Round Table*. The memorable artwork is from Color Graphics Inc. of San Diego.

PLAY METER MAGAZINE

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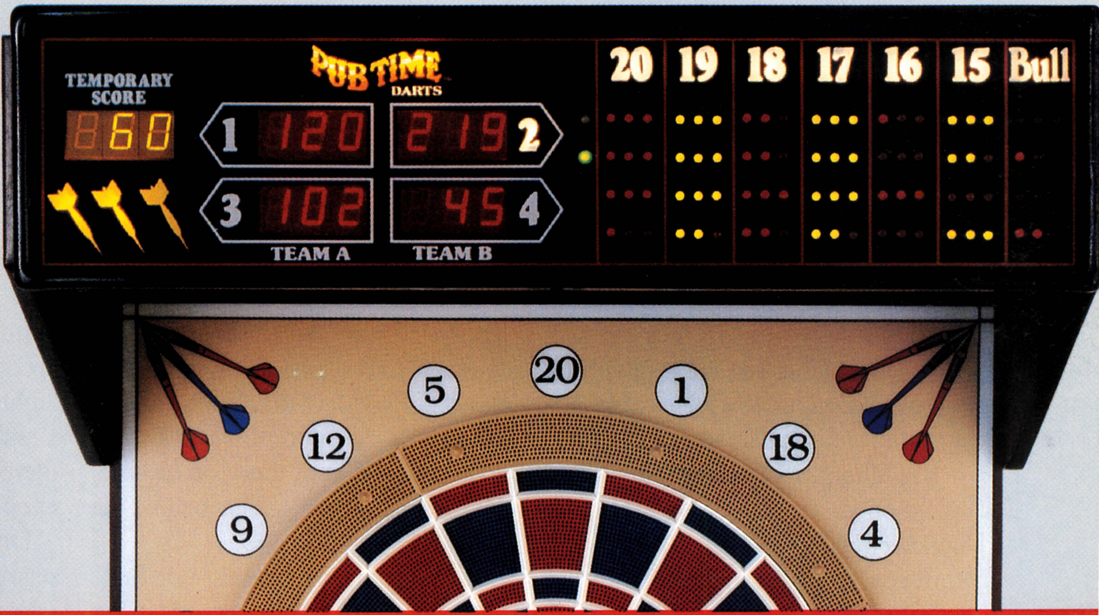

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FROM THE EDITOR

Notice anything different?

Have you ever been talking with a friend when he says, "Hey, do you notice anything different about me?" Immediately, you start really looking at him. You probably think he looks better (or worse) but you just can't quite put you finger on what's different. It's the overall image that has changed.

I'm about to ask you the same question about Play Meter. Do you notice anything different? Before you start searching all over the book for the answer, I'll make it easy. Look at the cover. Can you see a change? It's our logo. We have been thinking for quite some time about making this giant step in modernizing our logo, but believe me it is a big step to make. We started last year by having the new logo on our envelopes and letterhead. It was for two reasons: To see if we really liked it as much as we thought we did. And, to gradually introduce it to our customers.

Well, we do like it as much as we though we would, and are very pleased with how it looks on the magazine. We have also introduced some new graphics that are designed to publish a "reader friendly" magazine (isn't it wonderful to learn new terms at seminars!). A trade magazine deals with one specific industry; publishers need to refrain from "too fancy" graphics that take away from the content. Our art director, Jane Nisbet, has been with us about a year and a half and brought with her some excellent ideas and concepts that we have been tremendously pleased with. We have gotten quite a few compliments on the magazine and pass those on to Jane, who is the creative genius behind the changes.

In this issue we present our State of the Industry report. In the last few months the industry has been abuzz with talk of how awful things really are. Operators are disappointed with equipment, distributors are frustrated because equipment isn't moving like they think it should, and manufacturers continue struggling to introduce games that will revive the industry. But this is nothing abnormal in this industry. It has its ups and downs all the time. We just like to see the highs outnumber the lows. The comments at the back of the report from operators are enlightening. They range from "too many morons in the business" to "it couldn't be better."

For every negative aspect we can name, there are positive ones that give us faith that the industry will continue to support those that have made it their life's work. I'm positive enough to believe it. We survived the '80s as the industry changed and grew more than it had at any other time in its history. As we look forward to the '90s, we can only speculate on what adventures and technology are awaiting us. We should all be excited to know that there are bound to be things we can't even imagine right now.

One of my favorite stories appeared in a Reader's Digest several years ago. A car manual from the '20s boldly stated that since there were so many improvements on the latest models there were no foreseeable additions to be made in the future. Therefore, it added, this manual should be complete for all automobile owners in the future!

Let's not be quite that shortsighted when it comes to thinking that what we have seen in the coin-op industry will be all we will see in the future. ☐

Valerie Cognevich

Valerie Cognevich
Editor

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Atlas welcomes the new year

The Atlas Christmas and New Year's party has become a tradition during December. Veering from the normal meetings held just after the major trade shows, Atlas invites its manufacturer representatives and operator customers for a joyous German feast and an array of gifts.

Ed Velasquez won the supreme prize, a coveted *Teenage Mutant Ninja Turtle* donated by Konami. "I thought I had won the right to *buy* one!" he exclaimed of the game that has been called the next *Pac-Man*. Everyone was a winner with a surprise plush toy, many dressed in holiday outfits, supplied by Acme Premium Company.

Operators spent much of the time playing new pins from Data East and Williams. Data East's *RoboCop* features the new solid-state flipper, which operators said was a bonus on an already good game. Williams' *Bad Cats* follows in the winning tradition we have come to expect from Williams.

Video games featured at AMOA were also on display. Plateau introduced a game called *Silver Struggle* that had everyone trying their hand at maneuvering a quarter through a maze trying to reach the end hole without losing the quarter in a myriad of trenches cut into the playfield. It looks like it will capture players of all ages. "I really like this game," noted one operator. "I can see that it will appeal to just about everyone."

After hearing many complaints about the deplorable condition of the industry, comments seemed to be more positive. "We had a pretty bad year, but I really think that next year we will see a comeback of sorts," summed up one operator. ☐

Tom, Jim, Bob, and Stan Ruzicka of J & R Amusements.

Left: Paul Weideraenders and Dave Jaros. On right, (clockwise from bottom): Rick Rochetti, Ed Velasquez, Rene Lopez, Frank Ballouz, and John Poulos.

From left: Mr. & Mrs. Kent Sathoff (Jedi Amusements), Karl Keller (Mark Entertainment), and Mr. & Mrs. Howard Harkins (Howard Music).

Party-goers gather around *Silver Struggle*.

Mike Sickenberger and his wife Debbie.

Ed Velasquez gives thumbs-up after winning the *Teenage Mutant Ninja Turtle* game.

Operator John Deitz (c) with Nintendo's Mike Minor (l) and Al Stone.

Konami's Steve Kaufman (l) congratulates Ed Velasquez.

Atlas's Skip Hansen and wife Tammy.

The group gathered around the games shown.

Clockwise from bottom left: Bob Lentz, Al Stone, Jim Roberts, Mort Ansky, John Blouin, Bill Cravens, Mike Rudiwicz, Ron Malinowski, and Mike Minor.

Valerie Cognevich

A $10 industry surviving on a 25-cent budget

This State of the Industry report marks the 11th year we have compiled hundreds of survey responses from operators to bring you a fact-filled report on just how the industry is faring. Each year we send survey forms to our operator-subscribers and tabulate the responses into a report on how operators are assessing the industry. We get responses from a cross-section of the operator population, some small, some large. It is designed for use within the industry; we warn that it is unfair for any government bodies to attempt to use it against those that have taken the time to give us their opinions.

General observations

No, it wasn't a bang up year for operators, distributors, or manufacturers. In fact, though we had hoped for a booming year, and saw the gross industry collections rise to $7 billion, no one would have believed it if operator comments are to be taken seriously. One indication as to the general feelings prevailing through the industry come from operator comments. This year, those comments focused on the depression within the industry. There were some that had survived the early '80s with hope and confidence that things would be better. And they weren't wrong for a while. The industry prospered to an extent and allowed many to recover from disastrous times. But there seemed to be an end in sight.

Unfortunately, many have lost sight of that end and have decided to call it quits. Huge, expensive driving games gave the industry a much-needed boost last year, but this year, operators just couldn't justify the expense of purchasing such games with high price tags. However, those games continued to dominate new game introductions this year.

> *"Equipment prices have gone well beyond earning capacity. My formula for new purchases: if a location's top game earns $150 a week (gross) I cannot spend more than $1,500 on a new game." (N.M.)*

One reason for the reluctance to buy games hovering around the $10,000 mark was the fact that games still drew quarters long after everything else had weathered price increases. Many tried 50-cent play and even $1 play on selected games, but most of the time reverted back to the traditional quarter supposedly because of player demand. Quarter play has become ingrained in players' and operators' minds. It will take a concentrated effort from the entire industry to sway that opinion.

A quarter today is equal to a mere seven cents in purchasing power compared to what it was when operators first started charging a quarter per play. Of course, games at that time were a fraction of the price they are today. Operators know that to pay for a $10,000 game, it must take in $20,000 in revenue just to break even, considering the 50/50 split that is still the norm. With a quarter a pop, that translates into 80,000 plays simply to pay for the game. And that's not even counting overhead, salaries, insurance, etc.

And even though operators have long held the belief that it would be beneficial to raise the commission split with locations, just over 16% of operators are getting more than 50% from their locations.

The industry had high hopes that a dollar coin would make it feasible to raise play prices on games but the Susan B. Anthony dollar did nothing toward that end. In fact, soon after its introduction, its fate was doomed. Consumers complained that it was too much like a quarter and they didn't want to carry around so many coins. But they had a choice of familiar bills or the new coins. However, as other countries boast a successful dollar coin, the United States has seen the error of its ways by not eliminating the dollar bill at the same time the coin was introduced.

The industry has been an avid supporter of a new Christopher Columbus dollar coin. AAMA and AMOA have both been to Washington to gather further support from legislators. At last count, the number needed to sponsor the bill was nearly reached. With the dollar bill out of circulation, there will no longer be any choice but

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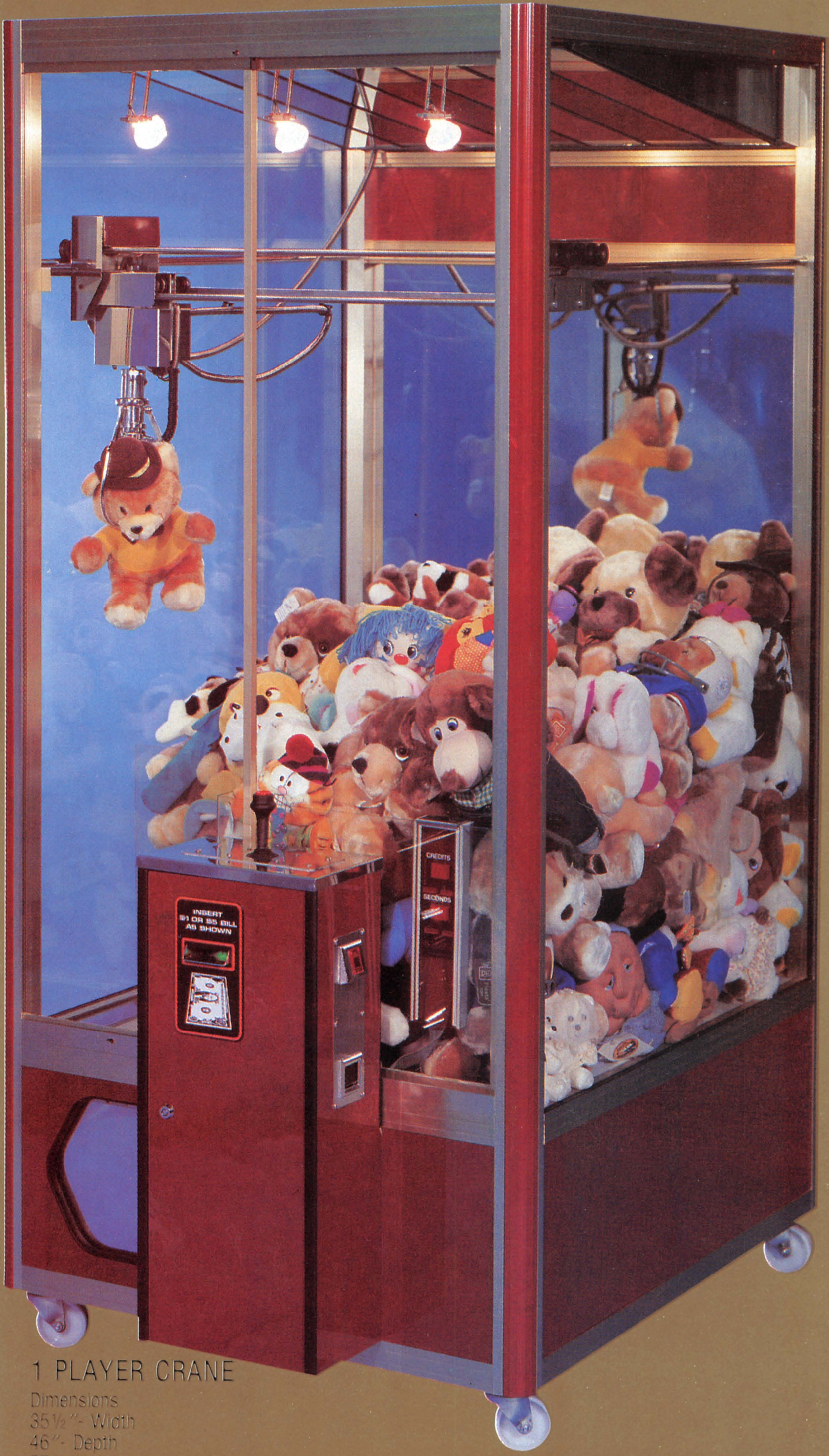

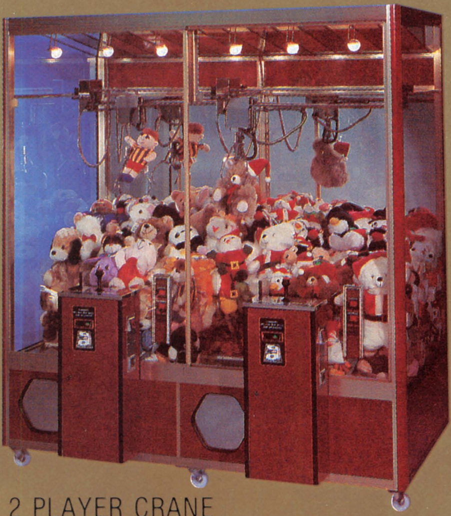

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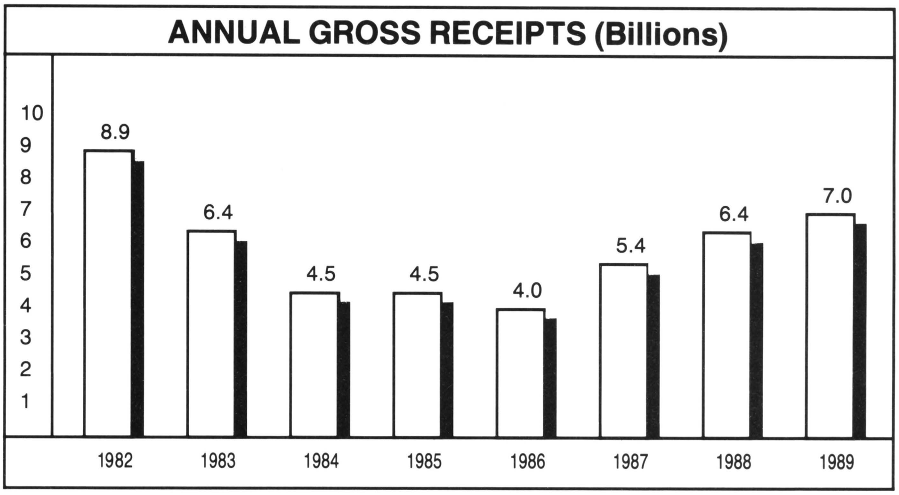

ANNUAL GROSS RECEIPTS (Billions)

to use the coin. This industry, along with other interested industries, is certain that the dollar coin will work this time.

Business

Operators continue to become more professional in handling their businesses. Last year 52% said they were using computers in their businesses. This year that number rose to 64%. Another 28% said that they were not currently using a computer, but that they were considering it. This is quite a jump from two years ago when less than half of the operator population was on computer. Of those that are using a computer, 70% are not using a program specifically designed for route management; 26% are using a route management program and are satisfied with it.

The average operator has been in business nearly 18 years. Almost 29% have been in business more than 20 years, while 36% have been in business nearly 10 years. Just over 37% operate street locations only, 17% operate arcades only, and 46% operate both. Operators have an average of 129 dedicated video games on their routes, 104 conversion kits, 39 pinball machines, 10 CD jukeboxes, and 13 cranes or rotaries. Operators have an average of 5 full-time employees and 2 technicians. About 43% said they do most of their equipment buying in the fall, while 32% noted that they do most of their buying in the spring. Just 13% said they do most of their buying in the summer, 11% in the winter.

Operators still make location loans, but nearly 59% said they never make them. Just over 30% said they make location loans rarely; 8% make location loans regularly. The majority of operators use location contracts sometimes and 33% never use contracts. Only 16% always use location contracts.

Slightly over half of the operators reported that their competition had remained the same during the year, while 30% said that competition had increased; 18% claimed their competition had decreased. Last year 35% noted an increase in competition while just 10% reported a decrease. This year nearly 33% reported that they had absorbed some of their competition. While 37% stated that the local economy in their area had gotten worse, 19% said that the local economy had improved. Still 44% said that it had not changed.

The average operator uses 4 vehicles. The majority (85%) said that their vehicles are company-owned. Just under 3% said their vehicles are leased, but 12% said they use employee-owned vehicles.

Last year the issue of parallel games was still undecided in the courts. However, 19% of the operators felt they were illegal and 54% felt they were legal. This year, after two court rulings (one said they were not illegal and another said they were not illegal to sell but were illegal to operate), 71% of the operators feel that parallel games should be legal; 28% feel they should not be legal.

> ***"Equipment prices are becoming prohibitive, plus we are being taxed to death by the state and local government." (N.Y.)***

Surprisingly, even though 71% of the operators indicated that they were satisfied with their distributors, 66% said that they would prefer to buy games direct from the manufacturers if given the opportunity. Only 30% declared that they were not satisfied with their distributors, and 34% said they would not prefer to buy games direct from manufacturers even if given the opportunity.

When asked what distributor services are important to them, nearly 40% cited parts, 36% answered service, 25% noted advice, and 18% said that financing was important to them. Unfortunately, there are still 47% that are not and never were members of the national operators association (AMOA), and 12% that were members at one time but have dropped from the ranks. Just over 41% of the operator population belongs to AMOA. The percentages are similar for state associations; 45% are members of their local state association, 45% are not or ever have been members, and 11% are no longer members but were at one time.

Just 13% said they are more confident in the industry than they were last year, 39% said they were less confident, and 49% said they felt about the same.

Video Games

Video games still make up the majority of games in locations. Of the nearly 2 million games in 413,000 locations, 1.2 million of them are video games. Last year 49% were dedicated video games while 17% were kits. This year the percentage of dedicated games dropped to 39% while the percentage of kits rose to 26%.

Video games, soon after their rise in popularity just 10 years ago, have become the focus of the coin-op industry. Usually when asked how the industry is doing, the answer depends on how video games are doing at the time. The weekly gross collections of video games more than doubled

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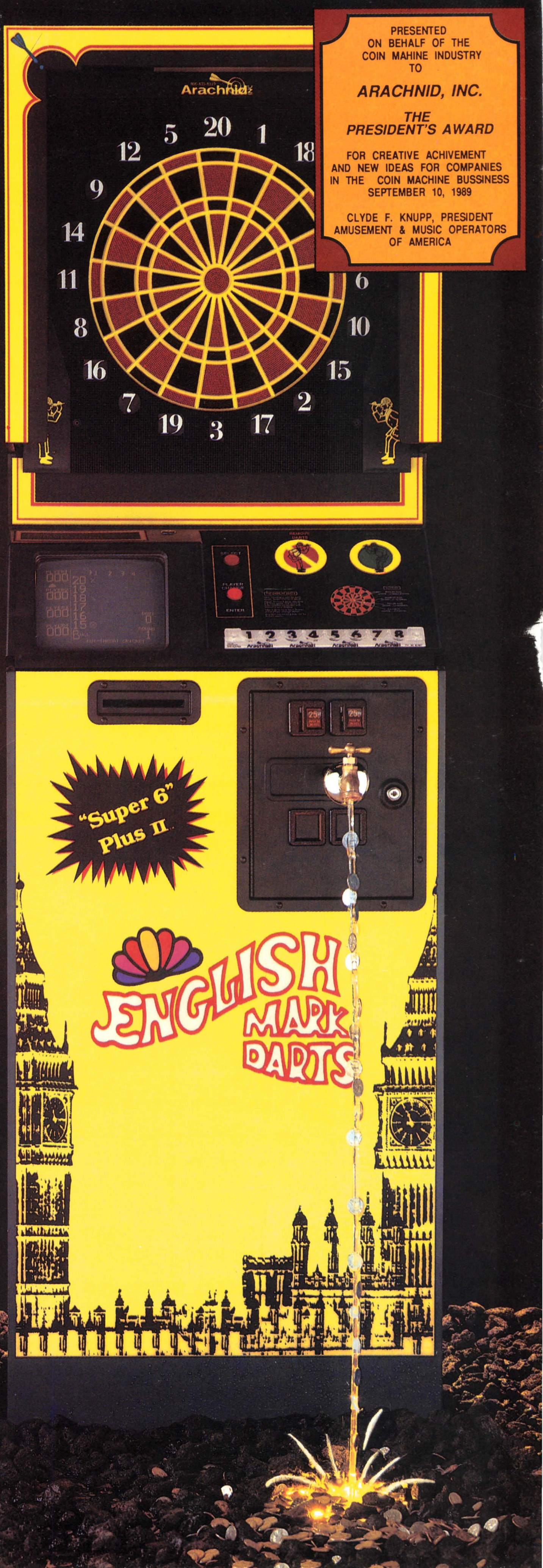

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between 1979 and 1981, the height of video game popularity. In 1979 the average weekly gross earnings of a video game was $64, while in 1981 it was $140. It didn't last as revenues began plunging, finally leveling off at $64 in 1987. Last year, we separated dedicated video games and kits and found that the average weekly gross collection per dedicated video game was $92, while kits remained at $68 per week. Of course, cost must be taken into consideration to accurately determine the return on investment. This year, the average weekly gross collection per dedicated video game toppled 13% to $78, while video conversion kits registered a slight decrease to $62. Close to 60% of the operators claimed they were buying fewer video games than last year. Nearly 43% cited price as the reason for fewer purchases and 30% said lack of innovation was the reason. The majority of written comments from operators on the survey focused on the lack of innovation, market saturation, and quality problems as reasons for the soft market for video games.

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Jukeboxes	25,000		13,000
CD		4,000	•
Standard		12,000	•
Pool Tables	22,000	16,000	13,000
Merchandisers	10,000	16,000	7,000
Dart Games	18,000	16,000	12,000
Basketball	10,000	6,500	•

Although the number of new video game purchases dropped from 243,000 last year to 210,000 this year, the kit versus dedicated purchases was vastly different. Operators bought more kits than ever before. While operators bought

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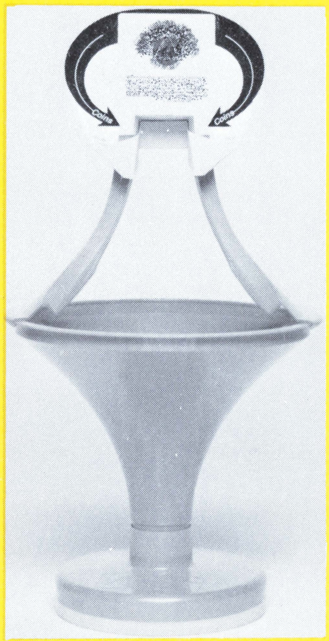
Wishing Wells



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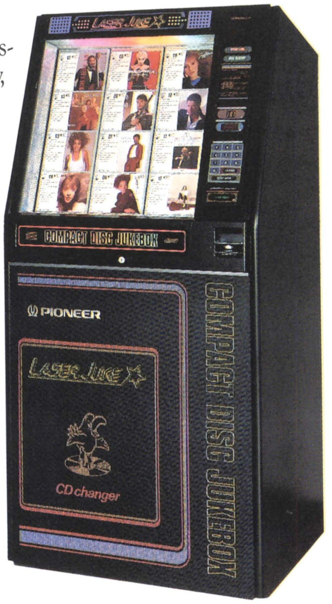

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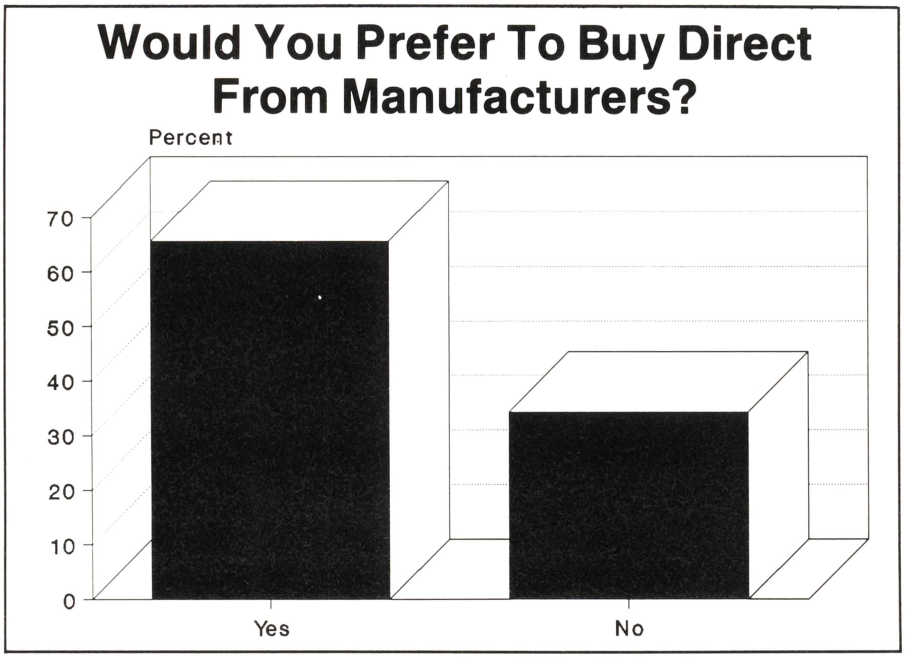

90,000 kits last year, their kit purchases totaled 130,000 this year. However, dedicated game purchases plunged a whopping 48% from 153,000 last year to a mere 80,000 this year. In fact, operators reported that on the average about 56% of video game purchases are kits.

It is still too early to predict what long-term effect will be, but towards the end of 1989, *Teenage Mutant Ninja Turtles* was being hailed as the next *Pac-Man*. We all know that *Pac-Man* garnered tremendous revenues and brought a public awareness to the industry that had been lacking in the past. Although the awareness of the industry is still there, it certainly hasn't been all positive. With cartoons, figurines, and other related paraphernalia, *Teenage Mutant Ninja Turtles* may be able to pull the industry up a notch or two. But there is always the concern that the industry can't live on one game alone. The first games on location were reporting collections as high as $700 per week and higher. Numbers like that sound mighty nice to operators. But once the market is saturated it may be a different story.

Operators generally agreed that the average life span of a dedicated video game is just over 3 years, while the productive life span of a kit is just over 2 years.

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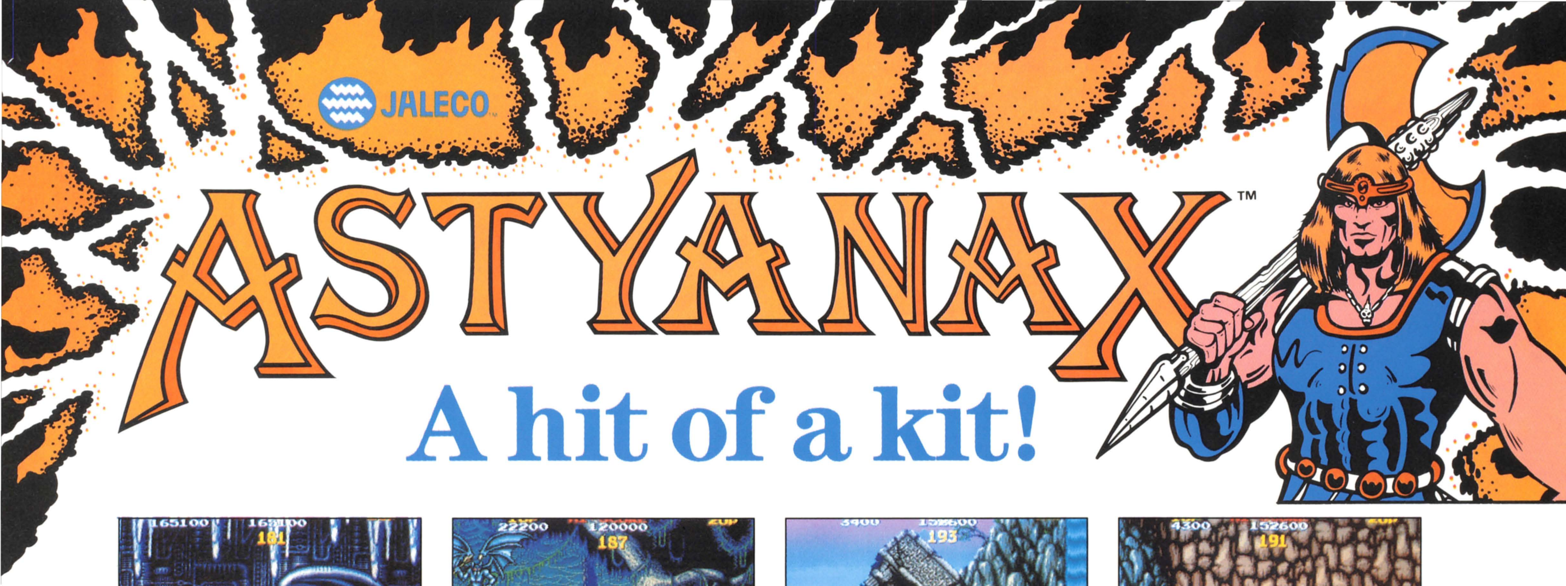

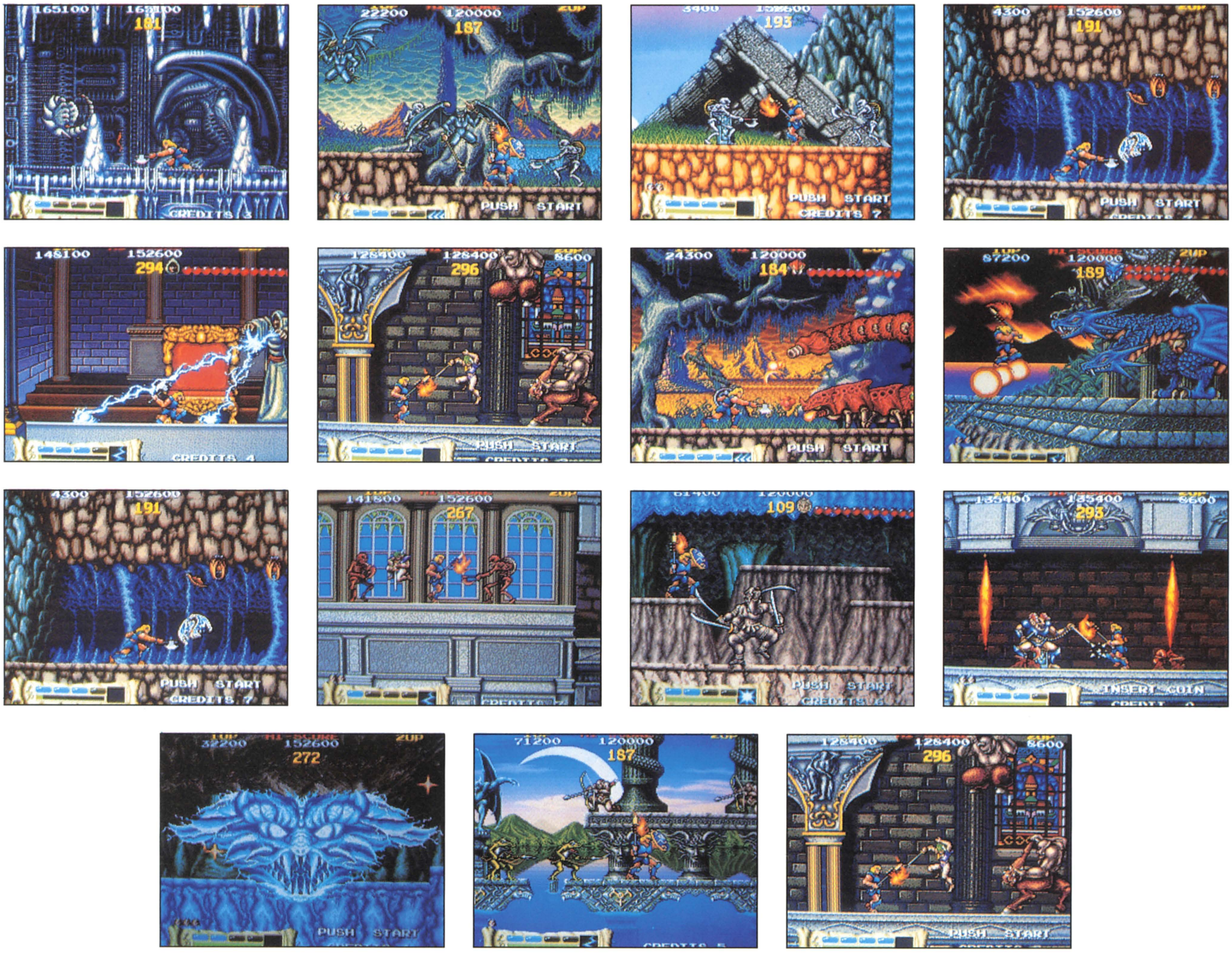

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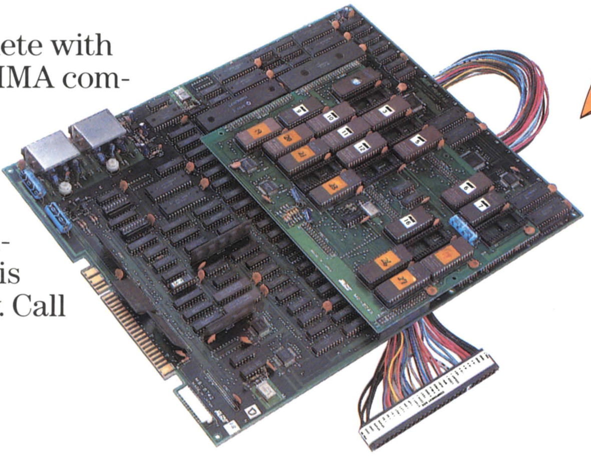

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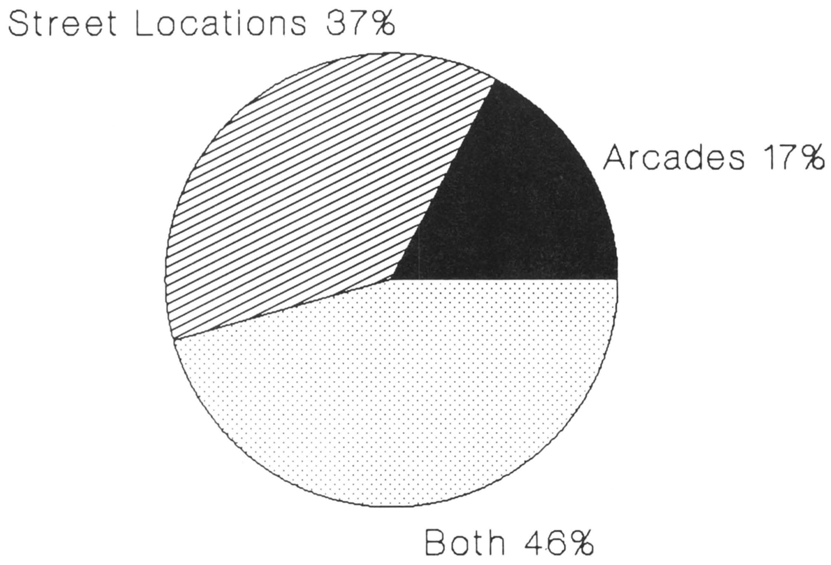

Do You Operate . . .

Pinball

Pinball average weekly gross collections rose 30% this year to $70, up from $54 last year. About 43% of operators reported that they are buying more pinball machines than they had in the past year. However, 57% said they were not buying more. Pinballs accounted for 9% of the games on location last year; that percent has increased slightly to 10%. Although for two years now the industry has felt a pinball revival of sorts, it seems that pinball is reclaiming its rightful place in the industry it dominated for so long. While operators were eager to replace pinballs with easier-to-care-for videos, now that videos are dropping in collections, they are more willing to try pinball again. In addition, the pinball machines are more technically advanced, making them more reliable than in the past. For instance, Data East has introduced a solid-state flipper to alleviate one of the most troublesome parts on pinballs. Operators reported that the

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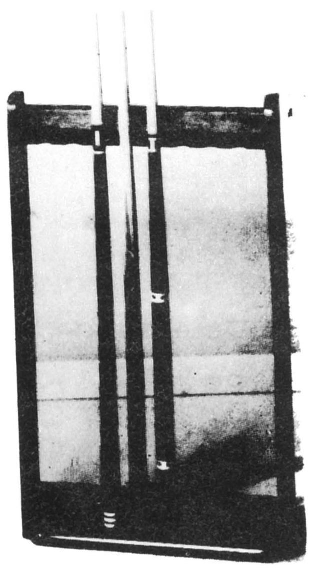

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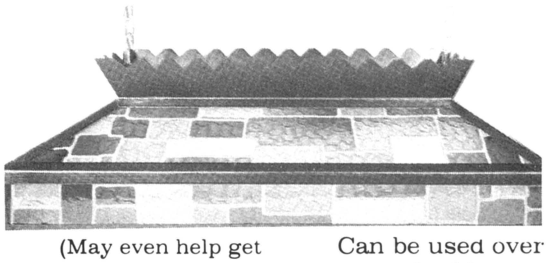

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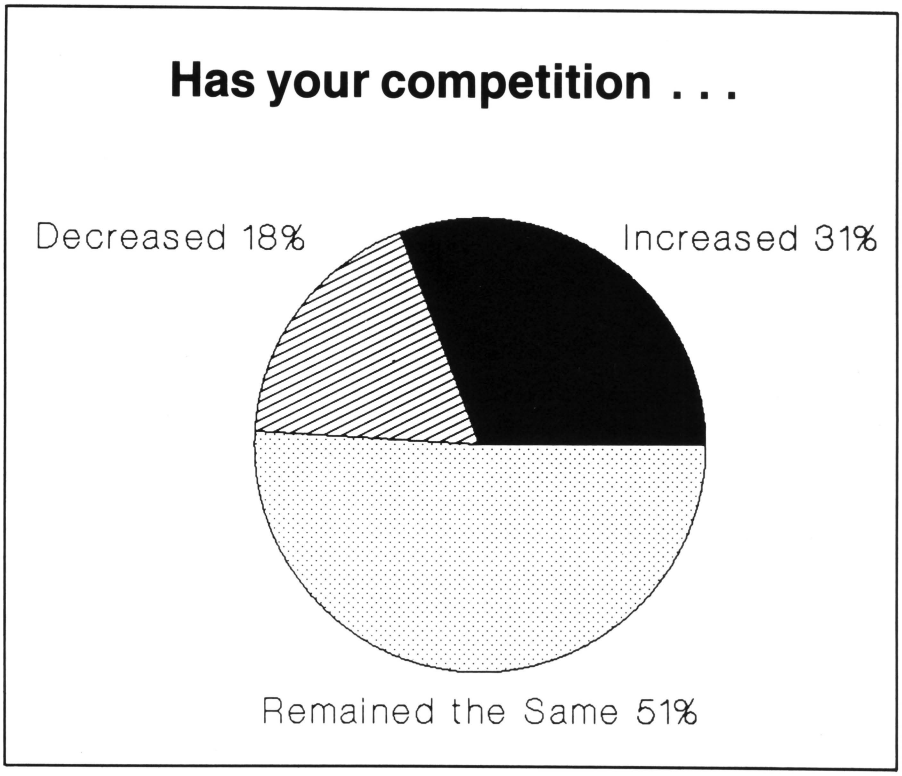
average productive lifespan of their pinball machines was just over 4 years.

Jukeboxes

Jukeboxes have become a much more viable piece of equipment to operators. Last year, collections on CD boxes were $128, which remained fairly consistent at $126 this year. Standard jukeboxes were taking in an average of $63 per week compared to $62 last year. About 19% of the operators said they do not operate jukeboxes, while nearly 70% said they do. About 10% of the jukeboxes on location are CD units and 7% are combo units. Operators collectively have about 250,000 jukebox on location. Operators noted that the average jukebox has a productive lifespan of 10 years.

Darts and Pool

Nearly 42% of the operators reported operating dart games, compared to just 27% last year. Of those operating dart games, 14% are using dart leagues. About 3% said that although they do not operate



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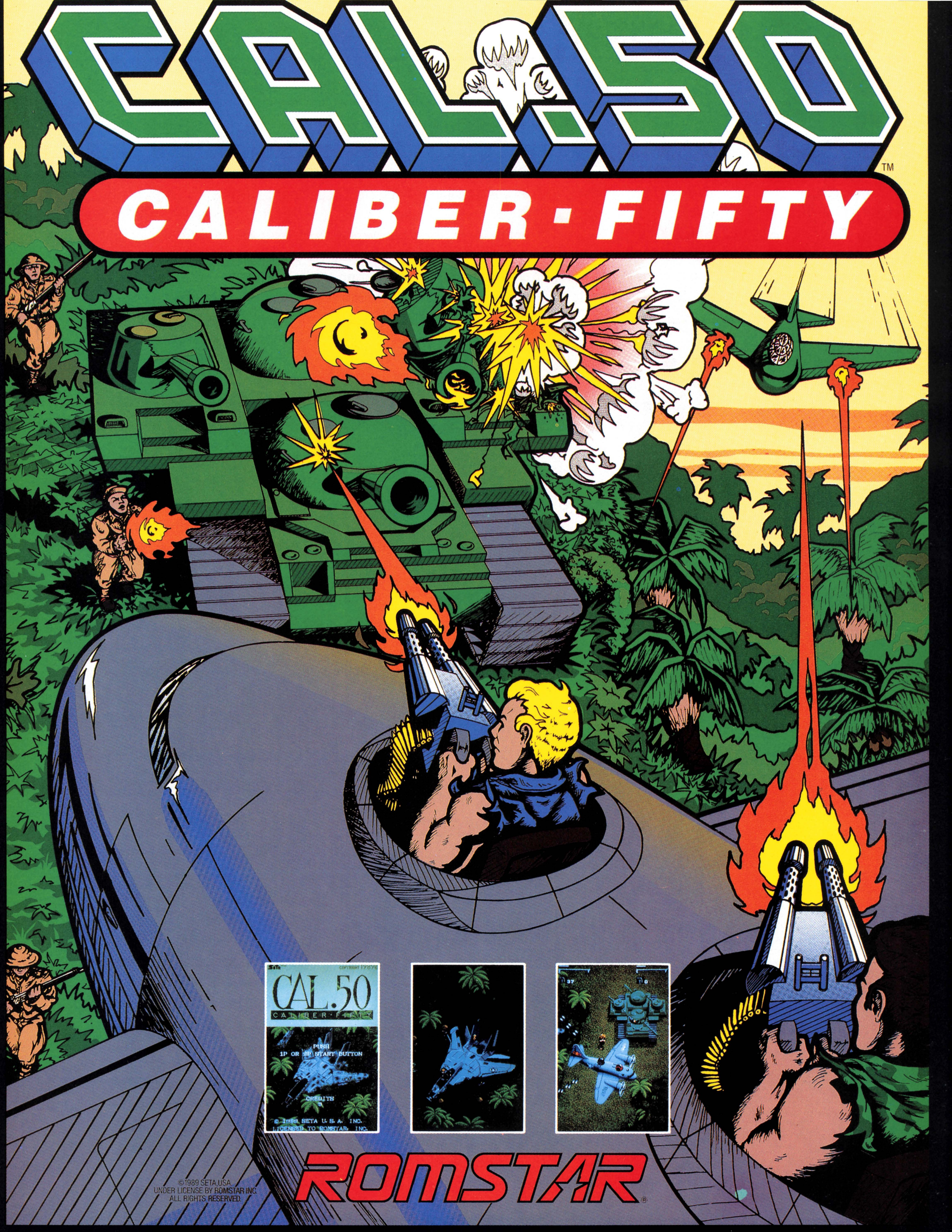
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ROMSTAR, INC. 22857 LOCKNESS AVENUE, TORRANCE, CALIFORNIA 90501 • (213) 539-2744 • (213) 539-3626 dart games at this time, they are planning to add them to their routes. Nearly 28% are operating dart games without the benefit of leagues. New game purchases were up — 18,000 compared to 16,000 last year and 12,000 the year before. The average gross weekly collections on dart games was $45, compared to $44 last year. Since collections had dropped from $73 in 1987, yet remained about the same for two years in a row, we probably won't see a substantial drop in weekly takes.

Over 70% of the operators operate pool tables, down 18% from 1988. Of that, 53% reported using no league program, while 18% are using leagues. Operators bought nearly 22,000 new pool tables compared to 16,000 last year. The average weekly gross collection dropped just slightly to $81 from $83 last year. However, considering that in 1987 operators reported collection of $60, it is refreshing to see collections rise and remain consistent. The average productive life span of a pool table is 11 years.

Cranes, Basketball Games and Pokers

Basketball games were a popular addition to routes during the last few years. While 56% reported adding basketball games to their routes last year, this year just 10,000 new basketball games were bought. The average weekly collections on the games dropped from $149 to $89. The productive lifespan of basketball games was reported to be 4 years.

> ***"We've had the same game themes for the last five years. We are a movie theatre that's been showing the same feature for years. Does anyone want to come to this theatre anymore?" (Wash.)***

Operators reported average weekly gross collections on cranes and merchandisers of $136. This represents a 23% decrease from the $177 reported last year. Purchases were a little lower at 10,000 compared to 16,000 last year. About 65% of the operator population operate cranes and merchandisers; of that number, 44% use a pre-pack assortment of plush and 19% mix their own assortments. On the average, operators said that 28% was a fair win ratio for cranes. The average life span of this type of equipment was reported to be a little over 5 years.

While legislation rages over the legality of video pokers, 25% said they are operating the games. The reason is obvious with average weekly collections at $161 and their average productive life

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span of 7 years. Even though 25% said they were operating video pokers, only 22% reported that a ban on video pokers would hurt their businesses.

Outlook

As I mentioned earlier, the entire industry's future is so often based on video games' rise and fall. It is unfortunate but true. We see other types of equipment come into the industry and make an impact then fade into the background of video. This year has seen the home market become a definite influence on the coin-op market. Many blame the home market for the downfall of the coin-op industry. However, one thing is certain: the industry needs to have a transfusion of innovation and technical advances to continue to be a viable business for those involved.

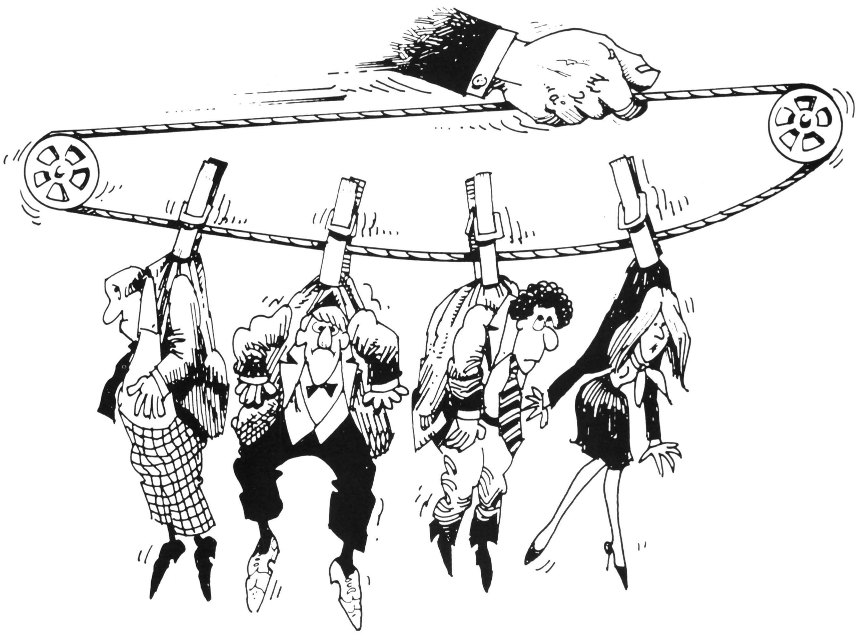
> ***"Manufacturers keep trying to rush out equipment before it is properly tested. The government is hitting us with high license fees. Our company is going back to jukeboxes and pool tables." (N.J.)***

In talking with operators over the year, I find some that were always the ray of sunshine in the doom and gloom who are now seriously questioning where the industry is heading. It's depressing to hear negative talk about the coin-op industry, but we also can't put blinders on. The distributors are caught in the middle and only those that are into vending (full-line) or operating seem to be able to ride the waves of uncertainty.

I mentioned *Teenage Mutant Ninja Turtles* as the next *Pac-Man*. It's great to have something that is making operators excited about buying games. But along with that popularity are problems. First, not everyone can get the games since production is never fast enough when everyone wants a product. Also, once those who want the games have them in locations, collections are bound to begin to fall. And there will not be a viable aftermarket for the games if virtually all operators place them in all of their locations.

It's just a bit frightening to think that the coin-op industry has gotten into such a frame of mind to think that one game will be the redeemer. It's unrealistic to think that success or failure can ride on one game. It's better to believe that manufacturers are being more selective about their releases; each one should help in returning the video game portion of the industry to its former glory.

Each segment of the industry, from videos to jukeboxes, is keeping the industry alive. While just four short years ago it was anyone's guess about whether



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AVERAGE WEEKLY GROSS COLLECTIONS BY THE TYPE OF MACHINE

TYPE OF MACHINE	1989	1988	1987	1986	1985	1984	1983	1982	1981	1980
Pool Tables	$ 81	$ 83	$ 60	$ 61	$ 58	$ 63	$ 58	$ 63	$ 67	$ 66
Merchandisers	136	177	191	266	•	•	•	•	•	•
Electrionic Dart Games	45	49	73	44	57	55	•	•	•	•
Video Games			64	57	57	53	70	109	140	102
Dedicated	78	92	•	•	•	•	•	•	•	•
Kits	62	68	•	•	•	•	•	•	•	•
Kiddie Rides	37	36	35	33	21	50	•	37	•	•
Pinball Games	70	54	60	51	52	41	38	55	66	63
Phonographs			69	55	47	40	50	51	55	50
Standard	62	59	•	•	•	•	•	•	•	•
CD	125	128	•	•	•	•	•	•	•	•
Shuffleboards	43	33	45	•	31	30	•	48	31	28
Foosball	30	35	28	•	25	26	•	31	28	20
Basketball	89	126	•	•	•	•	•	•	•	•
Pokers	161	•	•	•	•	•	•	•	•	•

the jukebox would die out, it's returned with a bang. No one was predicting new technology or the return of jukeboxes over stereos in locations. The nostalgia boxes are beautiful. Combined with CD technology and the work of the Jukebox Promotion Committee to publicize the 100th anniversary of the phonograph, there is little doubt that the jukebox is wooing players back. And when players are back, operators are happily making money again. Of course, the notorious license fee is up for negotiation. It would be a low blow for the performing rights societies to try to bleed operators for more money. The current $63 per year per box has had damaging effects, and an increase may just sway those borderline operators to get out of the jukebox business.

Cranes, darts, pool, and other types of equipment still keep routes profitable; that should not change much. I think that those operators who are not utilizing league programs will take another look and give it a try.

Cranes and merchandisers are being dealt serious blows across the country in the form of legislative manipulation. As this form of entertainment for a coin spreads, so do the less-than-reputable operators. They seem to think that weighing down prizes or stocking them so customers can't possibly win is the way to make more money. Wrong. It's this type of behavior that damages all honest operators and gets the law involved. We've seen it happen from Florida to Arizona. I'm sure that each state will eventually rule one way or the other on the legality.

> ***"It used to be that if a game couldn't pay for itself in six to eight months it wasn't a good game. Now it takes 12 to 24 months to get even." (Mass.)***

Video pokers are another type of coin entertainment that is being thrust into the headlines lately. A handful of states are seriously looking at trying to have the machines legalized, and AMOA is working on some model legislation based on what's been done in Montana. Still many operators operate them while the verdict is out. The collections on the games are high, the machines last a long time, and there is very little maintenance on them. However, many feel that they are a black eye to the coin-op amusement industry. Throughout the '90s I feel certain that we will be hearing more and more about the fate of video poker machines.

Standing at the edge of a new decade is a wondrous experience, with all the hopes and optimism for the future at an all-time high. The industry has suffered through many bad times and has seen some extremely good times as well. For the '90s all we can hope for are innovative new games to tantalize the playing public; the passage of the dollar coin legislation and a subsequent increase in the cost of playing the games; more working together to eliminate the unscrupulous element from our industry; promoting the fun we are offering to the public; a harmonious relationship between the two associations; and seeing the industry grow and prosper for us all.

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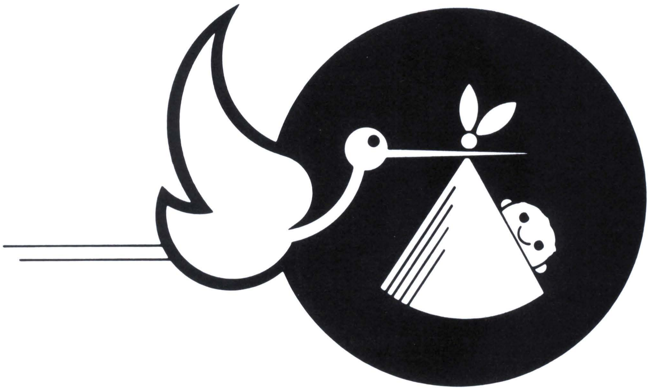

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Operator comments focus on problems and prices

Candid comments on the "state of the industry" filled the last page of our survey along with the usual share of unprintable ones (some of the best). There is no completely valid temperature gauge of the industry; it all depends on who you are talking to at any given time. Following is a sampling of comments from across the nation that help give us an idea of where the industry stands today.

"The State of the Industry? It's a State of Uncertainty!" (Ohio)

"If manufacturers can hold down the prices on kits and games we may be able to survive." (Pa.)

"Video games are down. Operators, distributors, and manufacturers have been so concerned about the copy/parallel situation that we all are busy looking the other way. We need a dollar coin. Everyone should promote the Washington, D.C., conference in the spring. AMOA and AAMA together is what we need." (Minn.)

"Many games show no creativity or ingenuity." (N.Y.)

"State taxes are hurting us on new equipment purchases. New game costs are out of sight for smaller operators." (Ore.)

"We need good pins that work properly and kits that have been thoroughly inspected. Of the last three kits purchased, two had to be returned." (Mass.)

"We must have a dollar coin so we can raise the price per play on our machines." (Pa.)

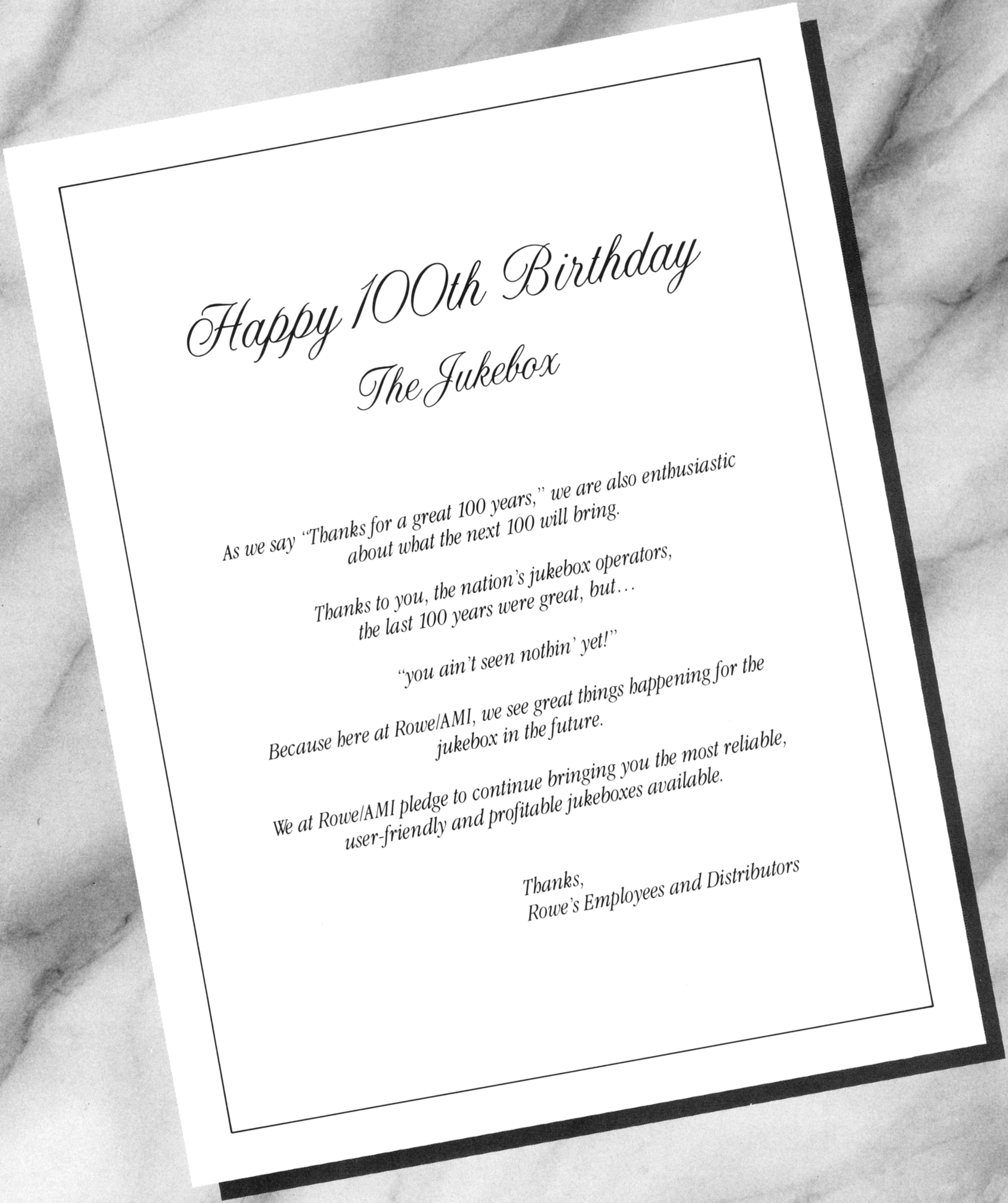
"Home video has really put a damper on coin-op video. I no longer operate videos; my local distributor's warehouse is bulging at the seams with videos nobody wants. Kids and adults are re-discovering pinball! Many operators think pins are a service headache. Not if you buy right and know what you're doing." (Calif.)

"We are getting by, that's about all; making a living and paying the bills." (Miss.)

"I see the future as bright, but the money will be earned from more work. I hope for legalized pokers in the future and look for-

STATE OF THE INDUSTRY VITAL STATISTICS

	1989	1988	1987	1986	1985
Gross Collections (Billions)	7.0	6.4	5.4	4.0	4.5
Weekly Gross					
Per Video Game	•	•	64	57	57
Dedicated	78	92	•	•	•
Kits	62	68	•	•	•
Operator Population	5,000	5,100	4,700	4,500	6,000
Games On Location	2,100,000	1,750,000	1,510,000	1,450,000	1,500,741
Locations	413,000	460,000	375,000	350,000	293,392
New Game Purchases	350,000	330,000	298,000	255,000	233,150



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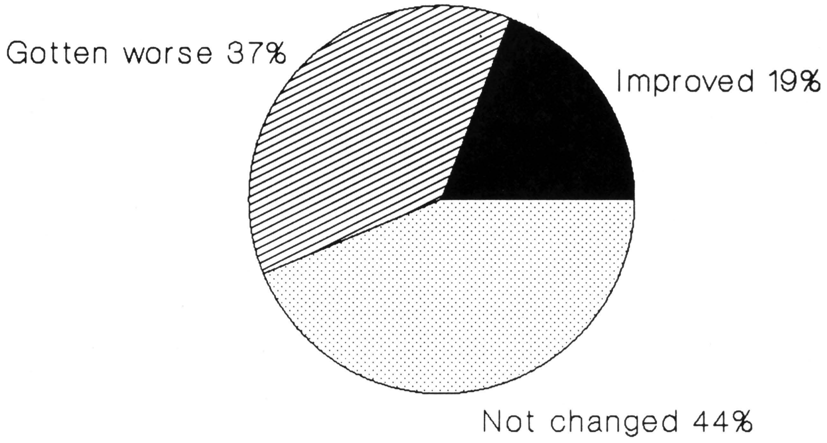


ward to 50-cent vends for help in increasing our share.'' (Anonymous)

''The record labels are completely ignoring any obligation to the jukebox operators, possibly because our industry has let our connection with them slide, and possibly because smaller one stops have delayed getting into CDs, which would have increased their voice with the labels.'' (Ill.)

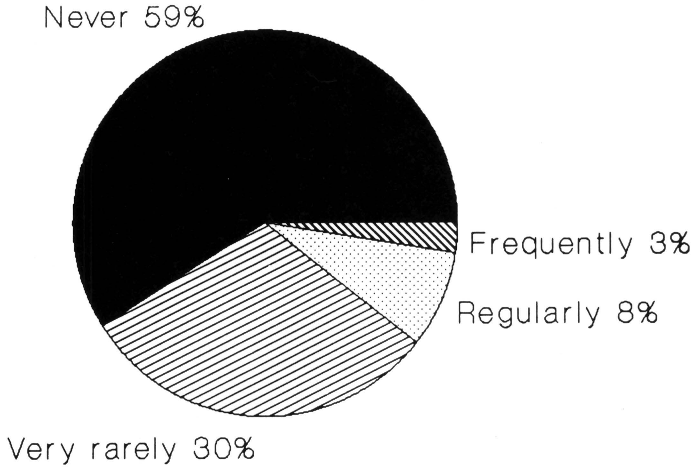
''The industry appears unable or unwilling to develop games that appeal to women.'' (Ohio)

''I love this business, but I'm looking for other avenues to make money right now. I plan to sell my route in six months. It's impossible to make a decent living because everyone wants new games and the R.O.I. is not consistent enough.'' (Calif.)

''We don't know exactly where the fault is, but the industry is depressed!'' (La.)

''The industry is in a downturn. The manufacturers have just set prices too high and the percentage of split is too much in favor of the location.'' (Mich.)

Do You Make Location Loans . . .



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World Series	495
Avengers	445
Gladiator	295

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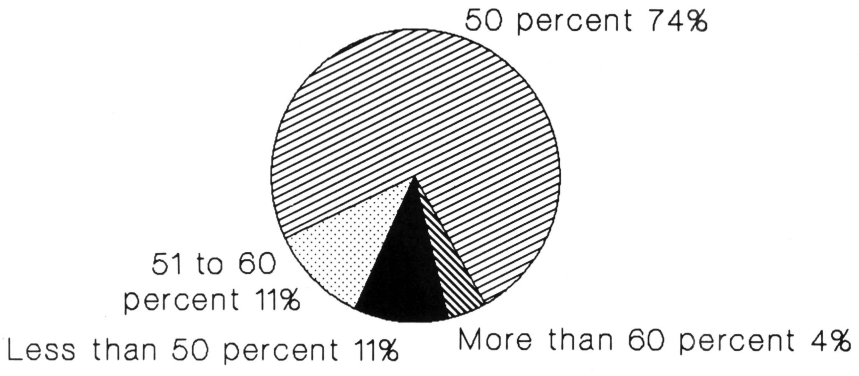
What Is Your Share of Location Split?



"Home systems and home computers seem to be taking over due to a lack of new technology or different games for coin-op." (Calif.)

"If we don't keep the gambling and rip-off games off the market our image will continue to decline in the public's eyes." (Miss.)

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For Quality Plush
For Your Cranes

We will do the research and
improve quality or lower the price
to make more money for you.

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FAX: (414) 547-0905
Toll Free: (800) 962-4486

"Revenues in the fall were very flat due to poor equipment. Pin revenue was higher due to good equipment. Fifty-cent play is crucial, but some games aren't worth it. Kit themes are photocopies of past games and getting shorter and shorter." (Calif.)

"We need innovative adult games." (Ill.)

"The three staples are jukeboxes, pool tables, and cigarette machines. With the transition from vinyl to CDs and the tax increases on cigarettes, our expenses are soaring. Videos depreciate faster than their income and pinballs still require extensive maintenance." (N.Y.)

"We have to overcome the economic hardships in our communities plus face rising amusement taxes, high-priced equipment, and insurance and employee wage increases. We need better commissions like 60-40." (Pa.)

"I feel the industry is on an upswing to a steady level. We have seen good games, innovative vending, and more assurances from the manufacturers." (Idaho)

"It looks like video is making a comeback. We have seen an increase in revenue over the last two or three seasons. Cranes are down, but if you have the right mix of prizes players will go for it." (Mo.)

"The home games will kill the video street business if something innovative yet reasonably-priced does not appear soon." (Mass.)

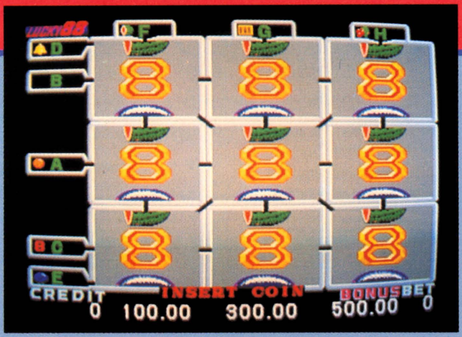
"Equipment prices are too costly for R.O.I., and this includes the cost of kits." (Wash.)

"It appears the industry is dying a slow death with revenues continuing to go down. The obvious cause is the $4 billion home video boom. Operators are almost helpless to stop the decline. Banning parallels is the final blow." (Texas)

"The prices are killing street operators." (N.J.)

"I bought a lot of new equipment in '88

NUMBER ONE GAMES

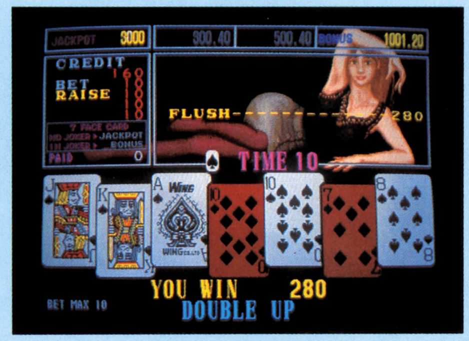

LUCKY88
F
G
H
D
B
A
C
E
CREDIT
0
INSERT COIN
100.00
300.00
BONUS
500.00
BET
0

Lucky 88

•*Start the reel with your instinct.*

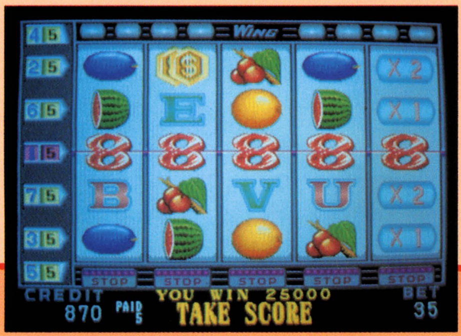
Lucky 77

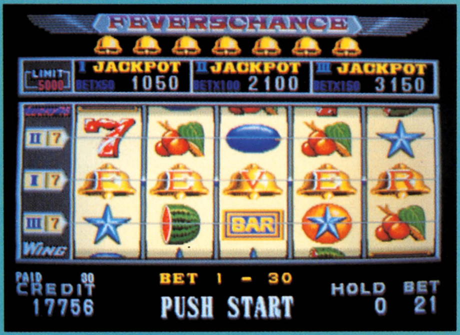
•*King of poker games.*


JACKPOT
3000
300.40
500.40
BONUS
1001.20
CREDIT
BET
RAISE
FLUSH
280
TIME 10
PAID
YOU WIN
280
DOUBLE UP
BET MAX 10

Lucky 85

•*You can stop the reel on all seven lines.*


Wing
STOP
CREDIT
870
PAID
5
YOU WIN 25000
TAKE SCORE
BET
35

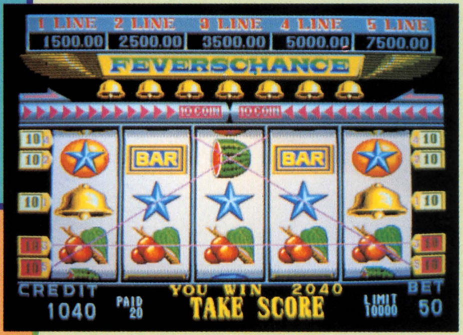

FEVERSCHANCE
LIMIT
5000
I JACKPOT
1050
II JACKPOT
2100
III JACKPOT
3150
Wing
PAID
30
CREDIT
17756
BET 1 - 30
PUSH START
HOLD
0
BET
21

Lucky 75

•*This is the hottest one.*

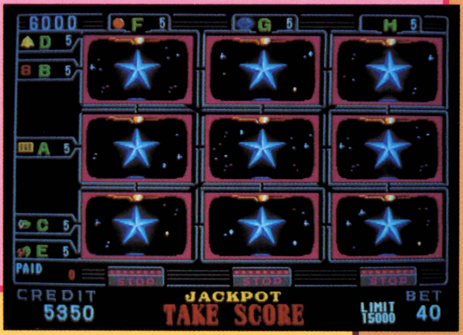
Lucky 55

•*You can make a win from both sides.*


1 LINE
1500.00
2 LINE
2500.00
3 LINE
3500.00
4 LINE
5000.00
5 LINE
7500.00
FEVERSCHANCE
BAR
BAR
CREDIT
1040
PAID
20
YOU WIN 2040
TAKE SCORE
LIMIT
10000
BET
50

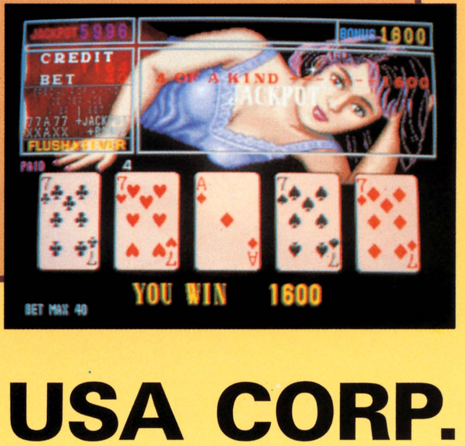
Lucky 89

•*Your chance for super jackpot!*


6000
F
G
H
D
B
A
C
E
PAID
STOP
CREDIT
5350
JACKPOT
TAKE SCORE
LIMIT
15000
BET
40

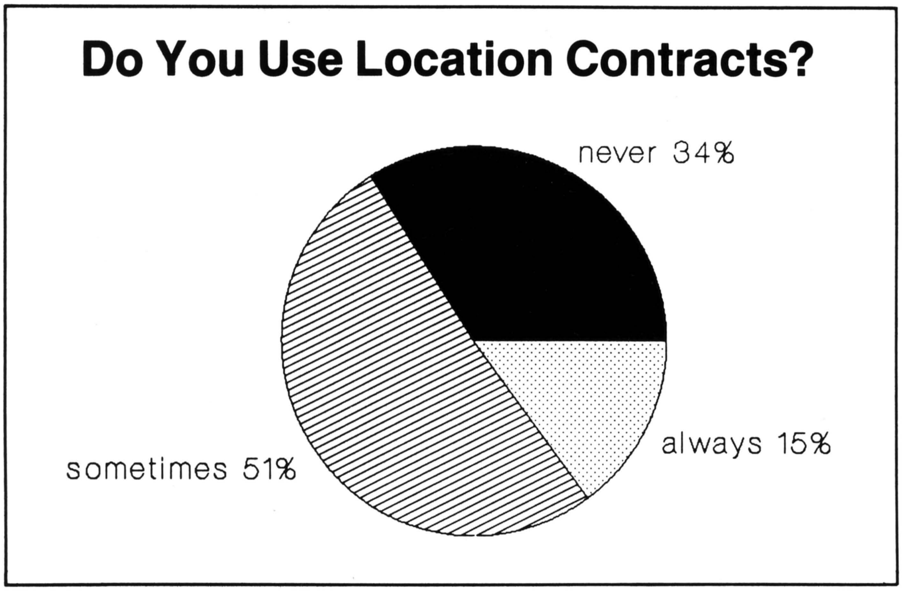
Lucky 74

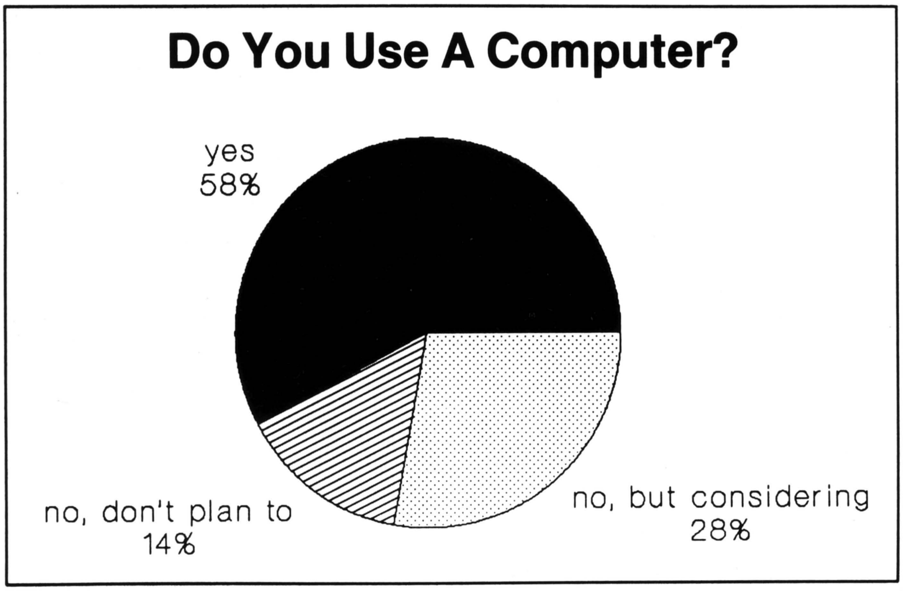
•*The number one hit of the year.*


JACKPOT 5996
BONUS 1600
CREDIT
BET
4 OF A KIND
JACKPOT
FLUSH
PAID
YOU WIN
1600
BET MAX 40

AMUSEMENT ONLY

YAMATE USA CORP.
6-A River Court • Webster. MA 01570
Telephone: (508) 949-3595 Fax: 508-943-1394


Do You Use Location Contracts?


Do You Use A Computer?

that just didn't produce enough. In '89 more rotation took the place of purchasing more equipment. Manufacturers must give operators at least nine months before releasing a game title to the home if they want operators to buy more new video games.'' (Calif.)

''Quality control on new equipment stinks.'' (Mass.)

''The low revenues collected in bars and video locations show that this is no longer a business that has growth potential or viable R.O.I.'' (N.J.)

''We need the innovation and leading edge of technology back in our industry. I see this in the American companies, not the Japanese.'' (Calif.)

''New games this year have not increased location revenues, but simply redistributed it from the other equipment.'' (Kan.)

''Video games as we know it are history; 32-bit games and larger-than-life equipment could save video. Pinball is good and always will be if not made available to the home.'' (Calif.)

''We are in another 'crunch.' Too many operators will 'give' it away.'' (Colo.)

''Operators complain but do nothing to improve their status. They cry for more revenue, but will not restructure pricing or percentages. When a competitor changes percentages, the other operators are there back-stabbing and offering the location more money. We need to examine our own operations before we start pointing the finger at someone else. Service and rotations are the keys to success along with clean machines on location.'' (Wyo.)

''It's discouraging to work so many hours for such small return.'' (Pa.)

''Games are plentiful and quality is good, not great.'' (Ariz.)

''There are too many fighting games and low-quality sports games that come out at

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Photo
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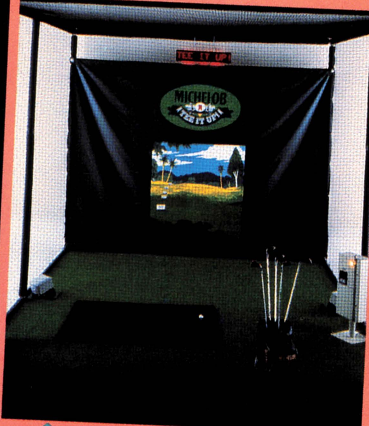
TOURNAMENT MASTER

Capture net profits off the world's second most popular table game. With Intermark's patented design, the table is tilted in an unplayable position until the players deposit coins. Regulation scoring is provided with a bright LED scoreboard.



TEE IT UP*

Bring the driving range indoors using real clubs and balls in a fully enclosed spectator protection cage. Microwave technology measures and evaluates each shot, and informs the player of the speed and projected yardage on an illuminated message board.

BUD LIGHT
TOURNAMENT BASKETBALL
Test Your Skill!

TOURNAMENT BASKETBA

ntermark ... first manufactur ... tball ga ... ent indu ... d please ... e basket ... press on ... test their sl ... racing aga ... nts.

1
2
BUD LIGHT
TOURNAMENT BASKETBALL
Test Your Skill!

TOURNAMENT BASKETBALL*

Intermark, the first manufacturer to sell coin-operated basketball games throughout the amusement industry, offers this proven crowd pleaser in both single and double basket versions. Put a full court press on the competition as players test their skills shooting baskets while racing against the clock to gain points.

BILLI PUCK

Bank your profits as players combine the strategies of shuffleboard with the shot-making skills of billiards. Players bank the pucks around the center board to score points in the same manner as shuffleboard. This space-saving table is ideal for league and tournament play.

TOUCHDOWN
BUD LIGHT QUARTERBACK Challenge
BUD LIGHT QUARTERBACK Challenge

QUARTERBACK CHALLENGE*

Put live gridiron action into your location! Two great passing games in one. Players hustle to gain points against the clock in the one player game, and move up and down the field to gain yards, first downs, field goals, touchdowns and extra points in the competitive two player game.

Your Winning Tickets To Higher Profits.

Cash in on the growing craze for interactive sports games. Sports games bring crowds, excitement and competition to your location. Intermark Amusements has the broadest and best line of sports games in the coin-op industry. Contact your operator/distributor or Intermark Amusements for more information.

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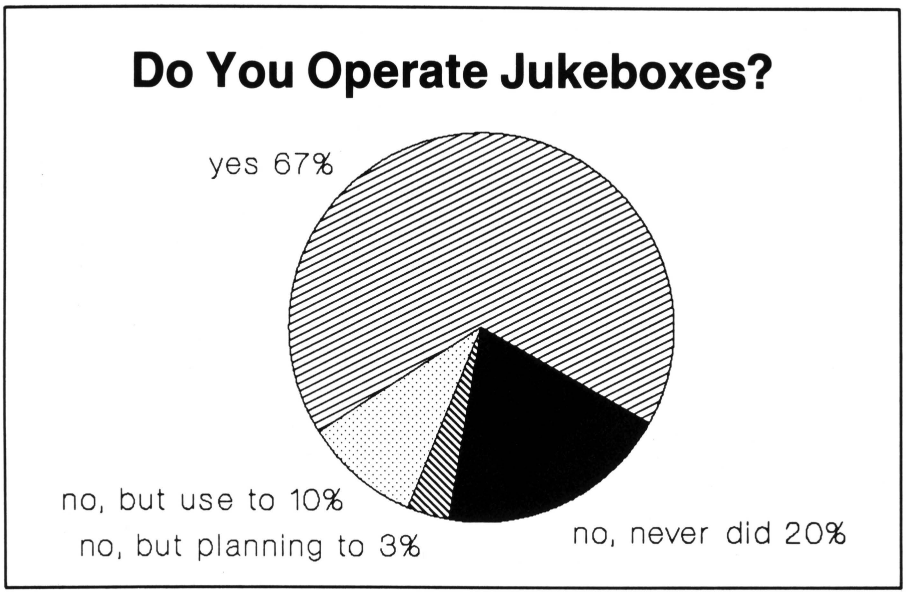
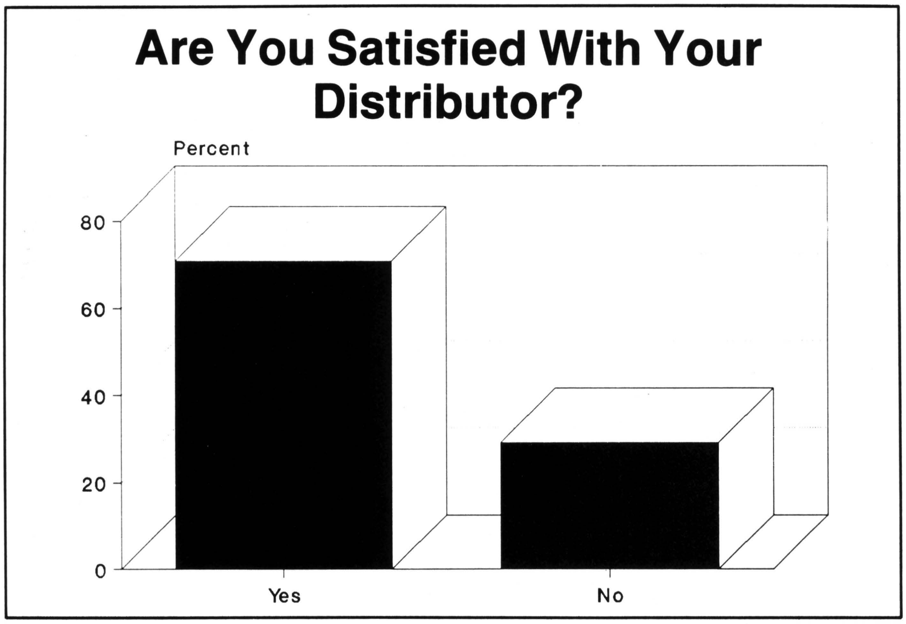
*Games available with or without Anheuser-Busch trademarks.

INTERMARK AMUSEMENTS
Division of National Sports Games, Inc.
1711 W. Rose Garden • Phoenix, AZ 85027
602-780-0112 • Fax: 602-780-0331



Do You Operate Jukeboxes?



Are You Satisfied With Your Distributor?

times related to a given sports season." (Ohio)

"We need more innovative games to pull off 50-cent play!" (Pa.)

"Affordable equipment must be made available with R.O.I. a primary consideration." (N.D.)

"AMOA in Las Vegas looked like a trade show of three years past—no fire, all junk." (Ore.)

"The industry is in a mild 'holding' pattern. We operators tend to pick out the 'cream' of new products and leave the rest by the wayside." (Tenn.)

"Game pricing remains the biggest single factor in future arcade and route survival." (Anonymous)

"The market is very soft. We need new video themes and higher prices per game." (Ore.)

"If the manufacturers don't want to supply the operators with the type of equipment we need (such as kits) we should quit buying from them. Personally, I can do without video; the profit margin is so slim anyway." (S.C.)

"If pokers are allowed they will knock the hell out of videos. Video pokers are tough competition!" (Anonymous)

"Manufacturer-owned arcades are monopolizing the industry. Small operators will be forced out of business eventually. How can the little guy compete?" (Calif.)

"Home entertainment (of several types) takes too many people out of the locations." (Neb.)

"The industry is full of people who have no idea how to compete and do absolutely foolish things. Manufacturers do not give us value for our money." (Miss.)

"Prices on dedicated equipment are too high; then manufacturers come out with updates six months later for more money." (Colo.)

"If you promote your route with CD jukeboxes, dart leagues, pool leagues, promotions on basketballs, a redemption center for cranes, then a combination of all of these will allow the operator to exist. If not, he will have a difficult time staying in business." (Anonymous)

"We get less in kits today but pay more than a year ago." (Mich.)

"Themes are stale on video. Customers are losing interest fast. We need something new real soon!" (Del.)

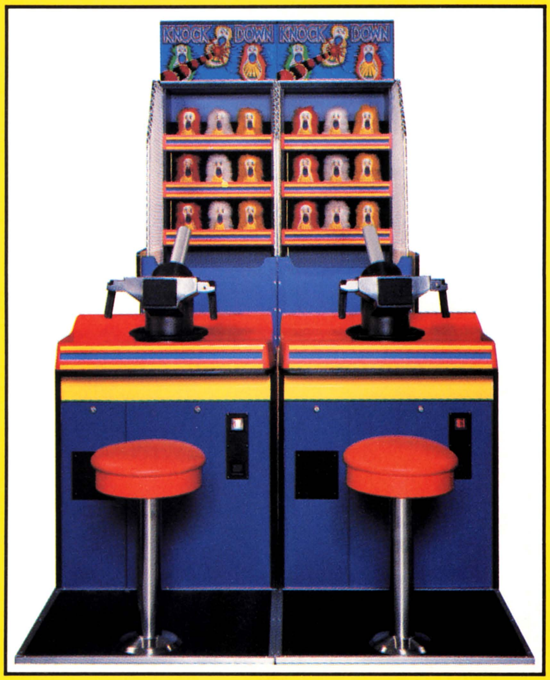
"I've been in this business for four years; 1989 is the worst yet. I'm seeking employment elsewhere." (Mich.)

"I feel the crane business is softening from a revenue standpoint, but only because the majority of operators are not willing to put forth the required effort and labor to maximize crane revenues." (Texas)

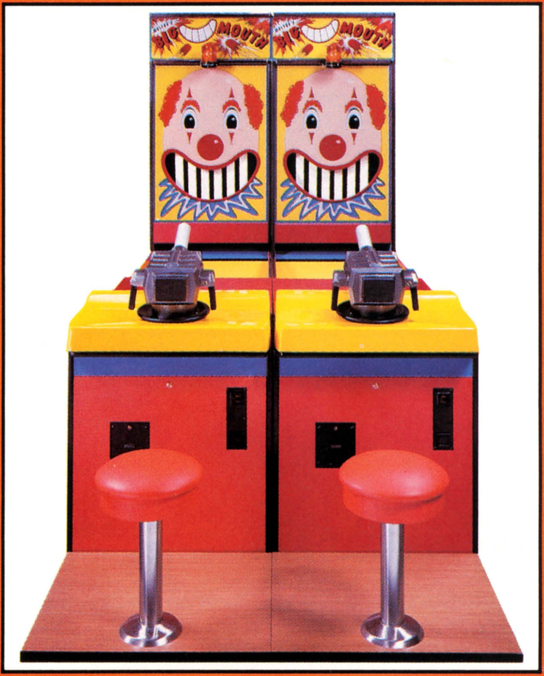
"Kit prices are the same that dedicated games once were." (Anonymous)

The Hottest Tickets In Town!

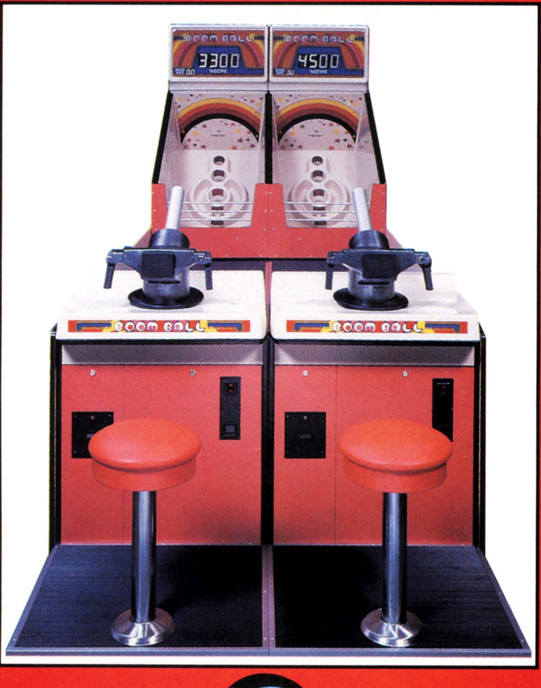
KNOCKDOWN



BIG MOUTH



BOOM BALL



Aim For The Future

Ticket Redemption is the new direction in arcade entertainment—and Meltec makes the best ticket games in the industry. KNOCKDOWN, BIG MOUTH, and BOOM BALL are playable by all ages and are perfect for any Family Entertainment Center.

And the best news is—These Games Have Legs! KNOCKDOWN, BIG MOUTH, and BOOM BALL are proven winners with years of history: and the popularity just continues to grow.

So, if you think the future means buying equipment that earns big bucks, lasts for years on location, and provides fun for all ages, then call and ask for info on The Hottest Tickets In Town.

For more information see your local distributor or call: (800) 356-4777; In CA: (408) 923-1302; FAX: (408) 923-0835.

Meltec, Inc. 1550-B Las Plumas Avenue San Jose, CA 95133

Meltec inc.

A listing of manufacturers by category of equipment

U.S. MANUFACTURERS

Cards/Amusement Only Games

Alman Enterprises
Atlantic & Pacific
Big Ten Electronics
John W. Caler Specialty Slots
Coincepts, Inc.
Drew Industries
Foxtronix, Inc.
Gamemasters
Games of Nevada
Games of Tennessee, Inc.
Games West, Inc.
Grayhound Electronics
I.C. Tech, Inc.
International Game Technology
Kramer Manufacturing Co., Inc.
Merit Industries, Inc.
Micro Manufacturing
Sigma Game, Inc.
SMS Manufacturing Corporation
Tekbilt, Inc.
Video Horizons
Video Lottery Consultants
Visco Games
Yamate USA Corp.

Condoms

E.B. Metal Industries, Inc.
Entertainment Enterprises
Hospital Specialty
National Sanitary Labs
Protocol, Inc.
PVC
R M V Sales
Shipman Mfg. Co., Inc.
USA Pharmaceutical, Inc.

Cranes/Rotaries/ Coin Pushers

Altec Manufacturing Inc.
Amusement, Inc.
R. H. Belam Co. Inc.
Betson Enterprises
Bromley, Inc.
C S I
Coastal Amusement Distributors
Coin Concepts, Inc.
Cranes-N-Things, Inc.
Cranes of Texas
Doyle & Associates, Inc.
Drew Industries
Gamco International Inc.
Gamemasters
Gem Manufacturing
Global Imports
Golden Touch Mfg.
Grayhound Electronics
Hollywood Cranes
Kramer Manufacturing Co., Inc.
Laurel Metal Products
Modern Advanced Technology
Perceptive Resources, Inc.
Roth Novelty Co.
Smart Industries
SMS Manufacturing Corporation
Wedges/Ledges of California

Darts

Arachnid, Inc.
Merit Industries, Inc.
Valley Recreation Products, Inc.

Jukeboxes/CDs/Music Videos

Antique Apparatus Co.
Carson City Manufacturing
Corporation Sonata, S.A.
Deutsche Wurlitzer
K & G Systems
Loewen-America, Inc.
Pioneer Laser Entertainment
Rock-Ola Mfg. Corp.
Rowe International, Inc.
Seeburg Phonograph Corp.
Videobox Networks

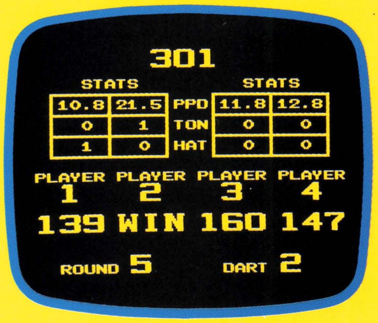
Kiddie Rides

American Simulators
Amtech Technology
Amusement Equipment Exchange, Inc.
Carousel International Corporation
Coastal Amusement Distributors
Kiddie Amusements, Inc.
Kiddie Rides & More Inc.
Kiddie Rides USA
Kiddies of Florida, Inc.
Kiddyland
Miracle Recreation Equipment
Rainbow Amusements
Standard Kiddie Rides
Taito America Corp.
Zamperla, Inc.

Novelties/ Redemption Games

Alter Enterprises
American Sammy Corporation
Axlon, Inc.
Baytek, Inc.
Bean Industries
Betson Enterprises
Bob's Space Racers, Inc.
Coastal Amusement Distributors
Coin Concepts, Inc.
Eurolink
Gamco International Inc.
Gamemasters
Games of Tennessee, Inc.
Gametronix International
Golden Years Amusements
Grand Products, Inc.
Gremlin Industries
Hi Tech Amusements
Hydro Forms, Inc.
I.C. Tech, Inc.
Innovative Concepts in Entertainment (ICE)
Innovative Industries, Inc.
Johnston Products Co.
Lazer-Tron
The Lucky Associates, Inc.
Meltec, Inc.
Mr. Vend
Mike Munves Corp.
National Entertainment Tech.
The Norton Company, Inc.
Perceptive Resources, Inc.
Premier Technology
Profitable Game Incorporated
Seidel Amusement Machine Co.
Skee Ball, Inc.
SMS Manufacturing Corporation
Surf's Up
Troy M Enterprises, Inc.
U. S. Indoor Golf
Vari-Tech Co.
Williams Electronic Games Inc.
Windy Balloon Corp.
Yankee Game Technology

Merit Scores Again...



```
              301
   STATS              STATS
| 10.8 | 21.5 | PPD | 11.8 | 12.8 |
|   0  |   1  | TON |   0  |   0  |
|   1  |   0  | HAT |   0  |   0  |
PLAYER PLAYER PLAYER PLAYER
  1      2      3      4
 139    WIN    160    147
ROUND 5              DART 2
```

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- On-Screen Statistics at Conclusion of Game - Points per Dart, Tons & Hat Tricks

NEW Unique Software!

- Popular Game Menus ... or design your own from 25 choices.

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UP TO 12
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OF YOUR OWN
CUSTOMIZED
MESSAGES
WITH
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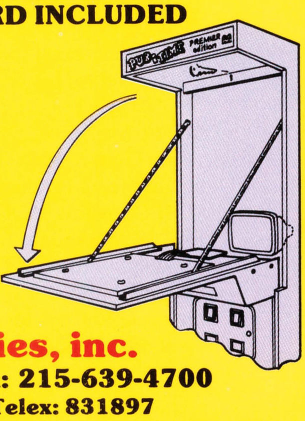
KEYBOARD INCLUDED

NEW Drop Front For Total Front Access!



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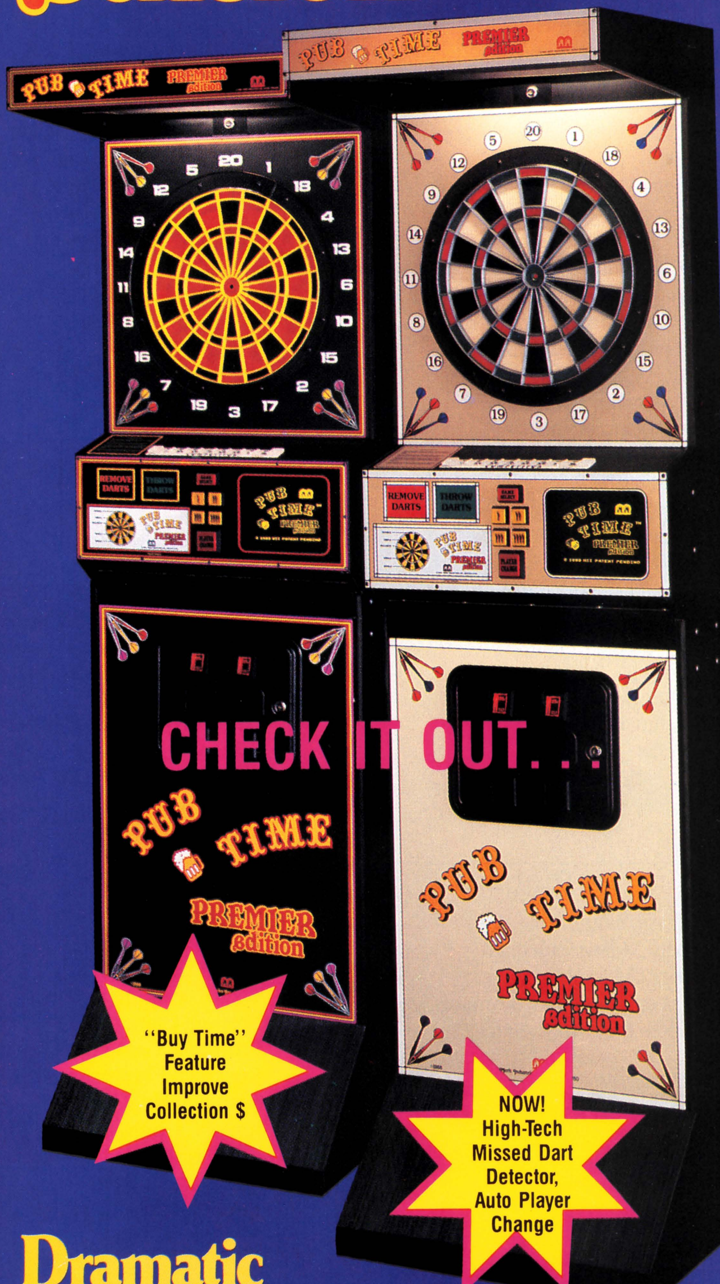
Pub Time PREMIER edition



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"Buy Time" Feature Improve Collection $

NOW! High-Tech Missed Dart Detector, Auto Player Change

Dramatic New Features for The Ultimate In Performance!

So Advanced It Changes Coin Operated Darts Forever!

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Pay Telephones

Capital Tel Systems, Inc.
CEECO
Control Industries
Digitronics Marketing Co.
Earnest Telecom, Inc.
Elcotel, Inc.
Excutone Information Systems
Gladwin, Inc.
Golden Co.
GTE Supply
Intellicall, Inc.
International Communications, Inc.
International Telephone Systems
Megatrend Telecommunications, Inc.
National Telecom, Inc.
North American Bell Telephone Co.
Orpco Comm., Inc.
Own-A-Phone, Inc.
The Pay Phone Corp.
Pay Phone Industries
Payphone of America
Phoneco
Russell Laboratories
Summa Four, Inc.
T.A.M.C.O.
Telco Intercontinental
Tele-Smart, Inc.
Teledial Corporation
Telematic Corp.
Totalcom
Viking Manufacturing

Pinballs

Data East Pinball, Inc.
Midway Manufacturing
Premier Technology
United Artists Theatre Amusements
Williams Electronic Games Inc.

Sports Games

Adastra, Inc.
Altec Manufacturing, Inc.
Betson Enterprises
Cranes-N-Things, Inc.
Design Plus Industries
Doyle & Associates, Inc.
Gamemasters
Grayhound Electronics
Intermark Amusements
Konami, Inc.
Kramer Manufacturing Co., Inc.
Master Pitching Machine
Merit Industries, Inc.
Pop-A-Shot, Inc.
Smart Industries
U. S. Games
Vari-Tech Co.
Video Tech
Yankee Game Technology

Specialties (impluse, scales, photos, vcr, etc.)

A.C.S. Corp.
Adrian Enterprises
Air-Vend, Inc.
American Medical Screening
Amusement Service Co.
Astroluck Corp.
Auto Photo Systems
AVS Systems, Inc.
Berning Scale Service
Breath Test USA
Centek
Communidyne, Inc.
Computer Amusement Systems
Computer Instruments
Delo Company
Dynalog, Inc.
Farr Scale Co.
Games of Nevada
Golden Circle Marketing
Grayhound Electronics
Horizon Distributors
Imperial Investment
International Mutoscope Corp.
Just Vibrations International
Kramer Manufacturing Co., Inc.
Lazer Maze International
Stanley Levin & Associates
Mayoni Enterprises
Microprose Games
Mini Pro Golf Inc.
Miniature Electronics, Inc.
Mr. Vend
National Entertainment Tech.
Nationwide Marketing Services
Nelson Technology
O-Sun Company
Photo Vend International
Prestige Games, Inc.
Profitable Game Incorporated
Rockwell Enterprises, Inc.
Roth Novelty Co.
Royal Corona, Inc.
Seecoast Mfg. Co., Inc.
Seel Novelties, Inc.
The Staley Manufacturing Corp.
Standard Metal Typer, Inc.
Status Game Corporation
Sunmark Business Products Inc.
Sunn International Industries
Super Club
Sutton Industries
Tan Body Sun Systems
Tan-Me
Tanning Hut
Tape-athon Corp.
Tech Vend Marketing
Toledo California
21st Century Robotics, Inc.
U. S. Games
Val Enterprises
Video Tech
Video Vendor
Video View International, Inc.
Viking Manufacturing
Wedges/Ledges of California
Weight Check, Inc.
Zamperla, Inc.
Zytronics, Inc.

Table Games (shuffles, bowlers, hockey, soccer, pool, etc)

Amazing Games Corp.
American Shuffleboard, Inc.
Atlas Billiards
Brady Distributing Co.
Brunswick Corporation
Cadillac Marketing
California Play Equipment
Classic Wood Products, Inc.
Continental Manufacturing
Corner Pocket Billiard Supply
Cortesi Research & Development Corp.
Dufferin, Inc.
Dynamo Corporation
Games of Tennessee, Inc.
Global Billiards
Gold Coast Dist.
Imagination Leisure, Inc.
Imperial International
Intermark Amusements
Murrey & Sons Co., Inc.
National Billiard Co.
Penn-Ray Sutra Corp.
Playfair Shuffleboard Co. Inc.
Roller Ball
Tornado Table Soccer, Inc.
UBI, Inc.
Valley Recreation Products, Inc.

Vending

Advance Mfg. Co.
Air Check
Air Depot, Inc.
Air-Vend, Inc.
Automatic Products, Co.
AVS Systems, Inc.
L. M. Becker & Co., Inc.
Cadillac Marketing
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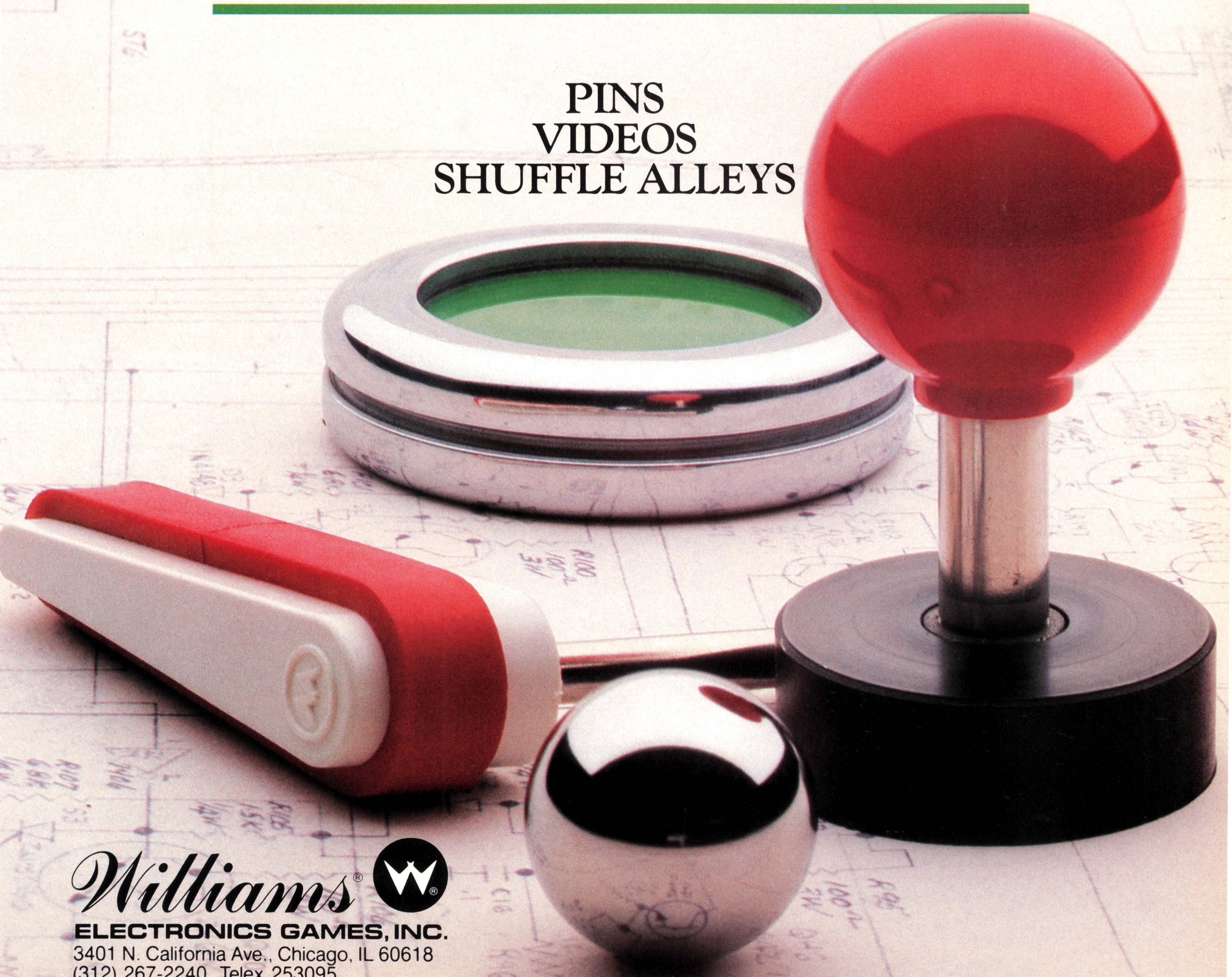

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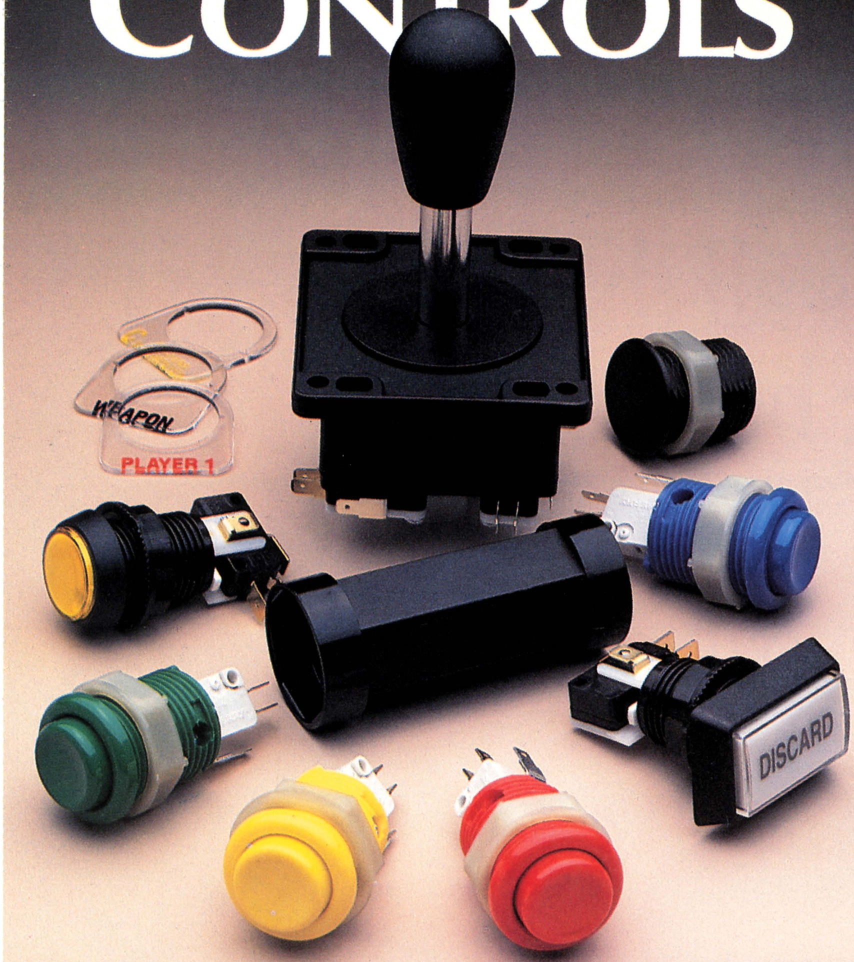

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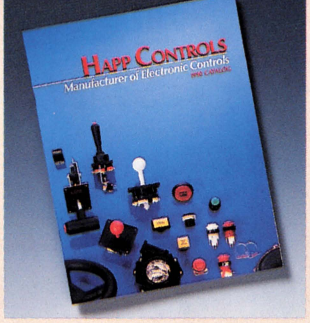

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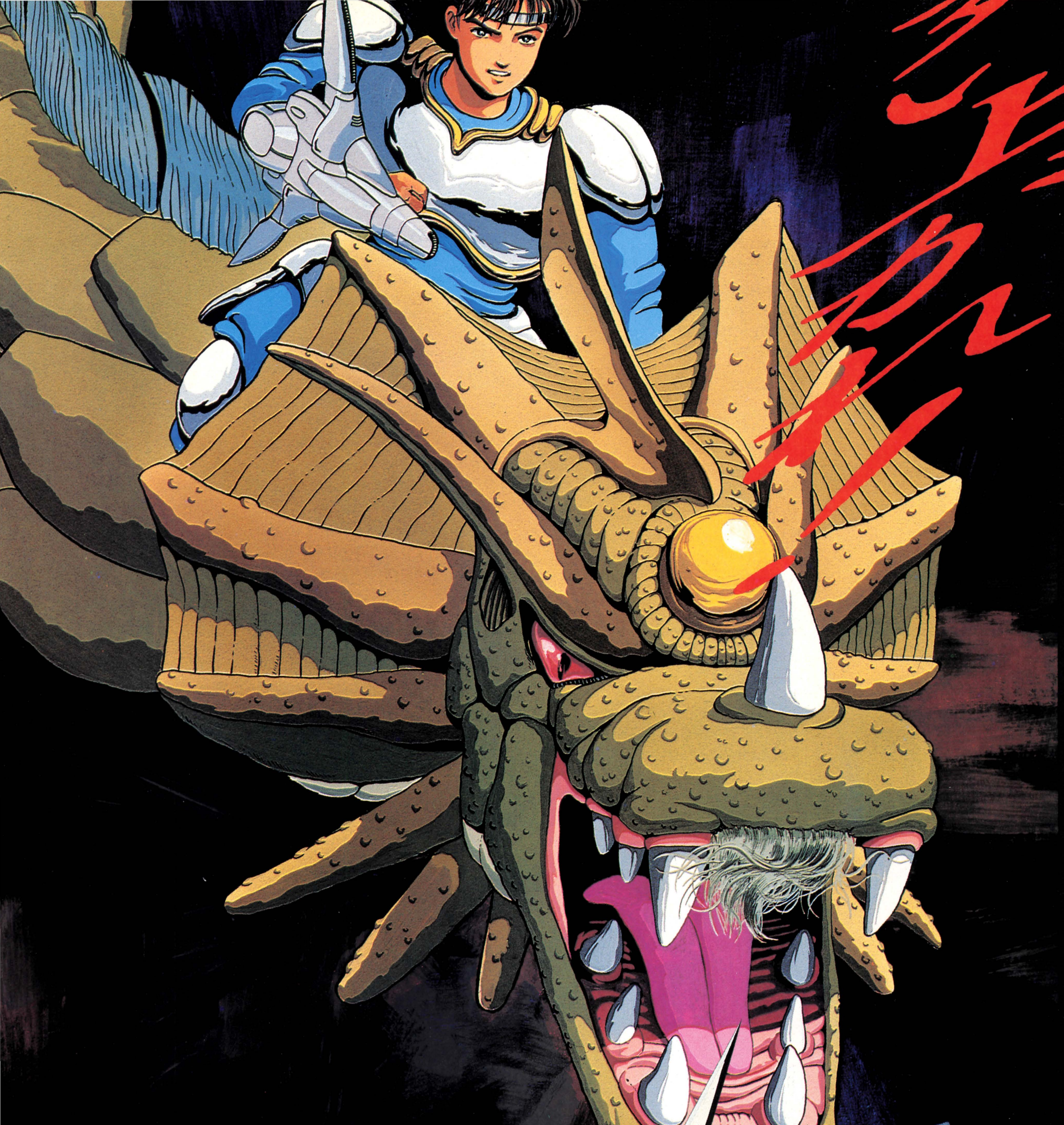

暗雲立ちこめる闇へ。

カイアスは、わすか15歳にしてアカメン帝国の王となったが

それを不服とする者か闇の王サンハキオスの封印を解き、闇の力をもって国を征服せんとたくらんだ

風は瘴気に満ち大地は腐り、徐々に闇へと変貌を遂げていった

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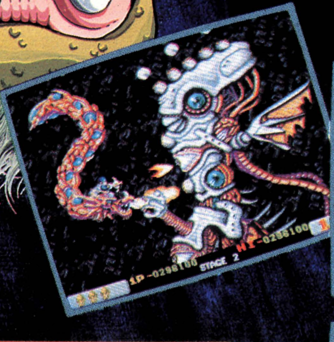

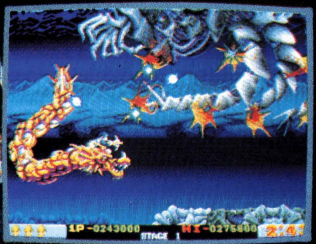

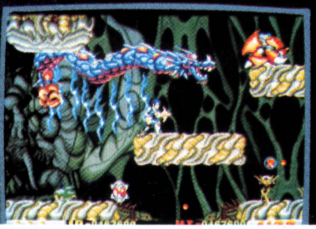

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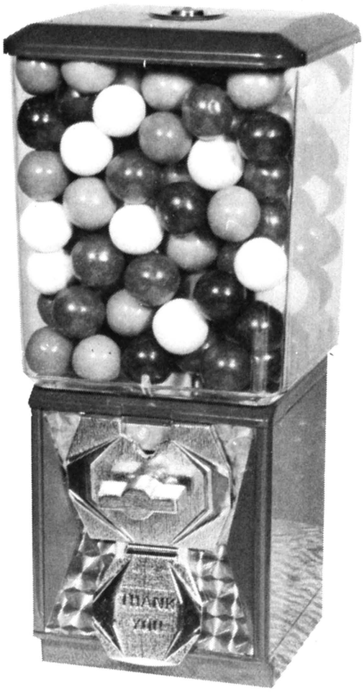

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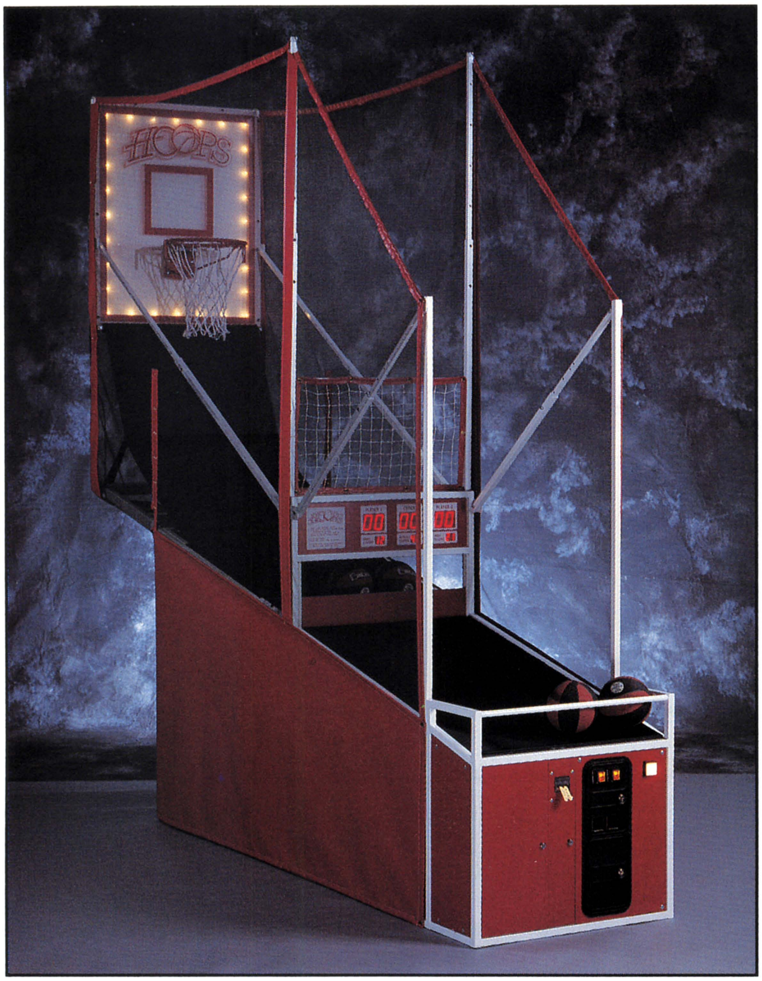

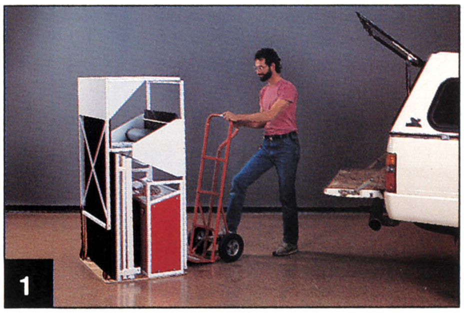
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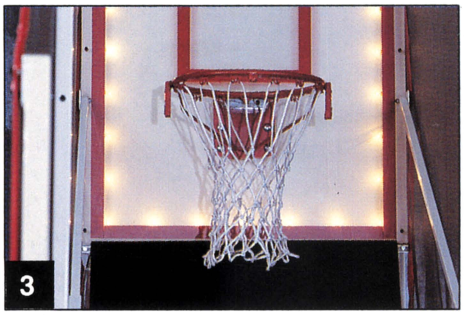
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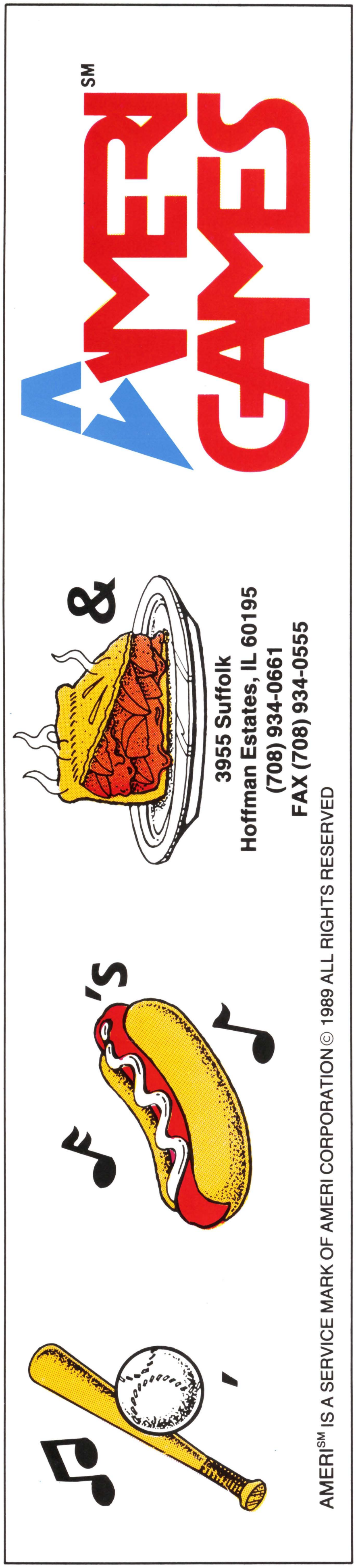

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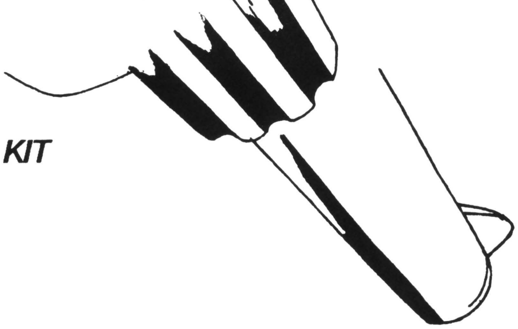

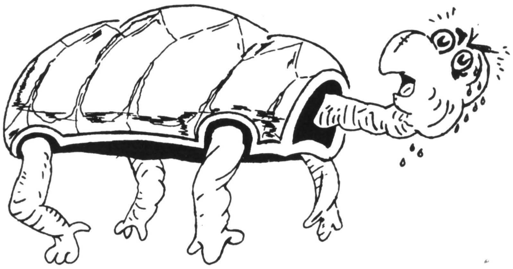

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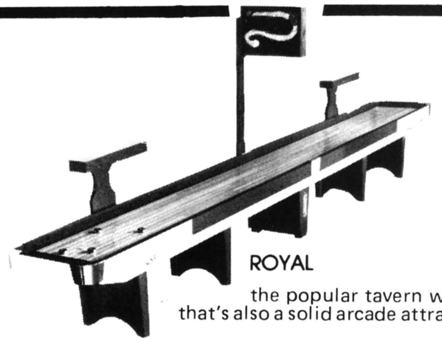

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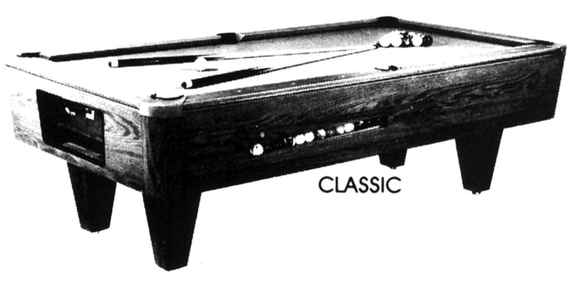

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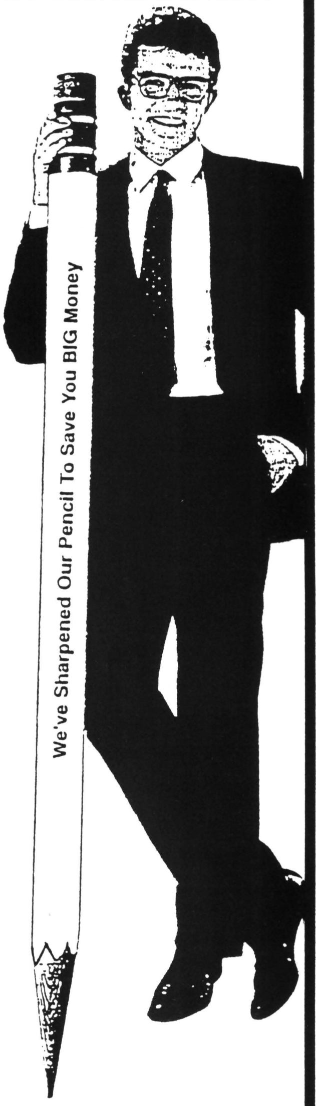
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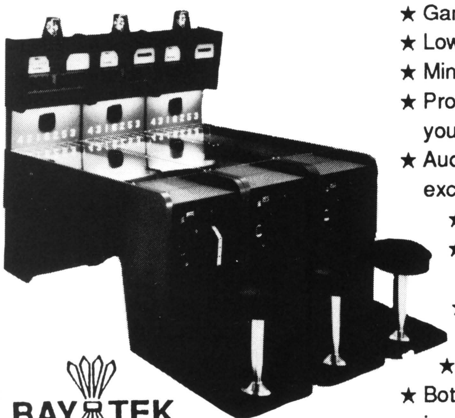
Product Line: video games, Sente cartridges, novelties



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President: Melvin Treankler
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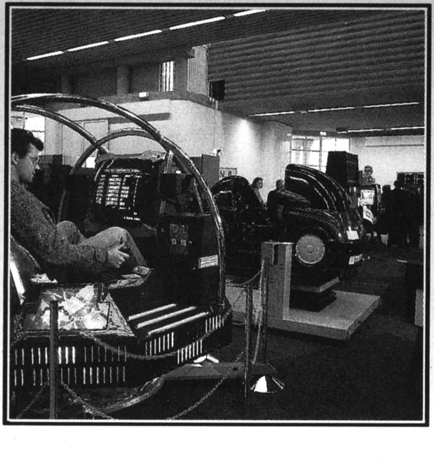

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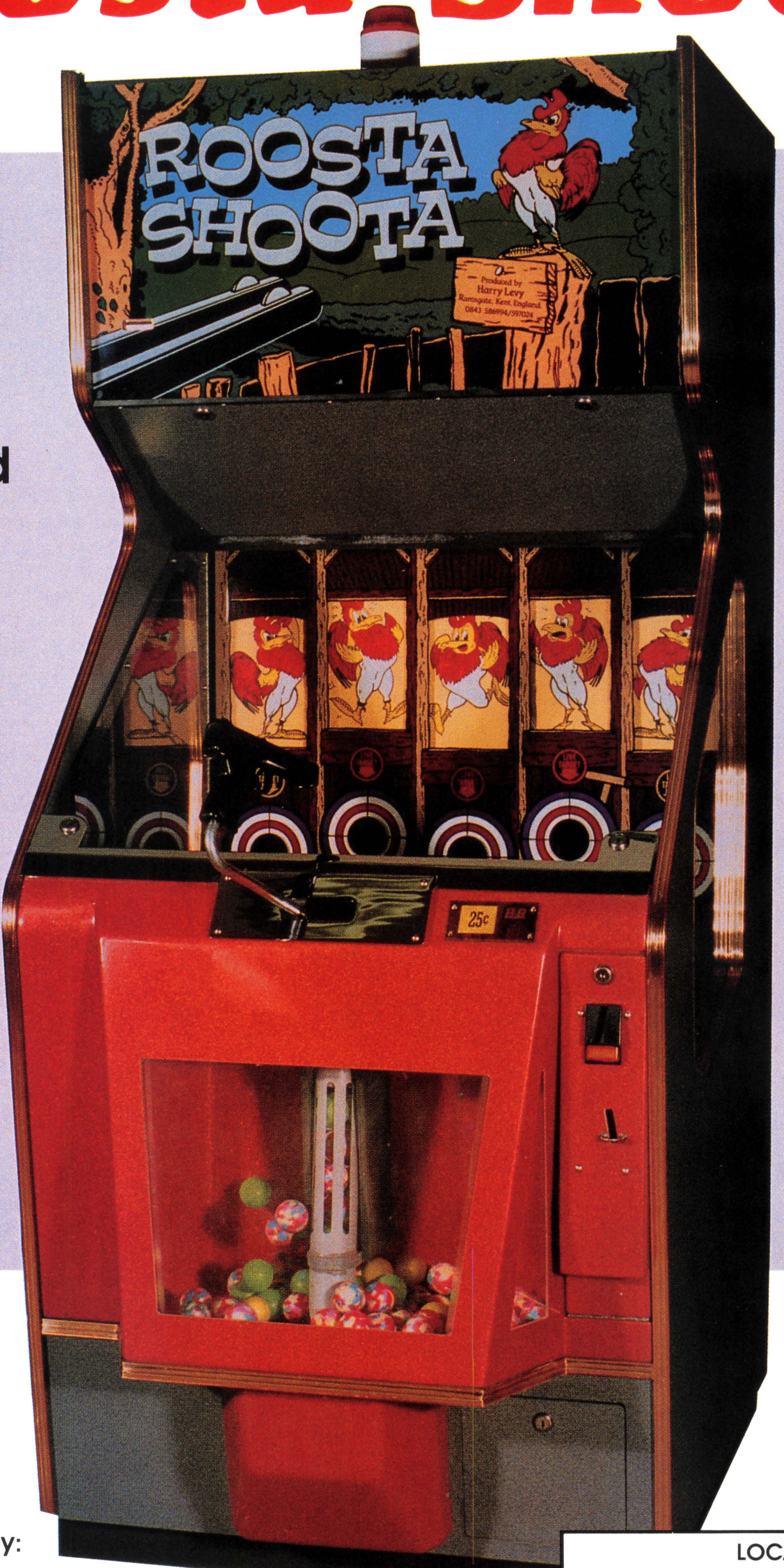
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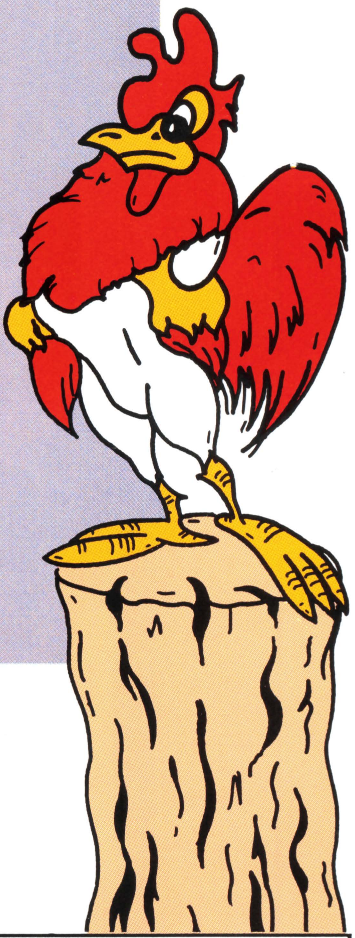

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E

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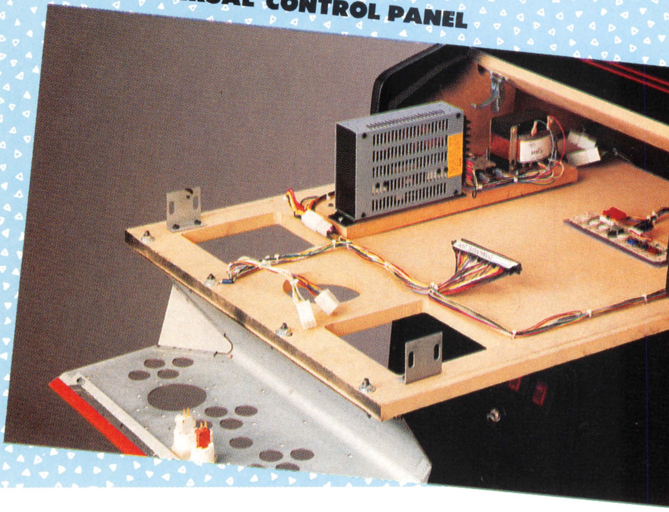

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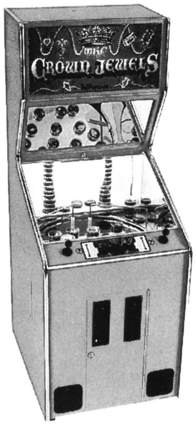

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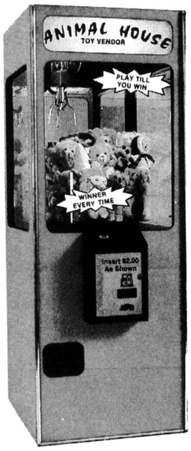

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(612)645-9077
Service Manager: Mark Gavett
Product Line: video kits

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Hummelstown, PA 17036
(717)566-9449
Owner/General Manager.: Ray Farr
Asst. General Manager.: Tom Farr
Mgr/Philadelphia Div: Dick Sowers
Mgr/Florida Div: Susan Farr Forbes
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Miami Beach, FL 33140
(305)531-9747
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President: E. W. Flatto
Product Line: postage stamp vending machines and stamp folders

Ford Gum & Machine
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Akron, NY 14001
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(800)225-5535
Fax: (716)542-4610
Vice President: George Stege
Product Line: gumball vendors

Foxtronix, Inc.
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Montclair, CA 91763
(714)984-8272
President: Horst Wedner
VP/Sales: Terry Myer
VP/Operations: Sabastian Juarez
VP/Engineering: Gerald Hammond
Controller: Terry Stone
Product Line: coin-operated video amusement poker and keno

G

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Sarasota, FL 34237
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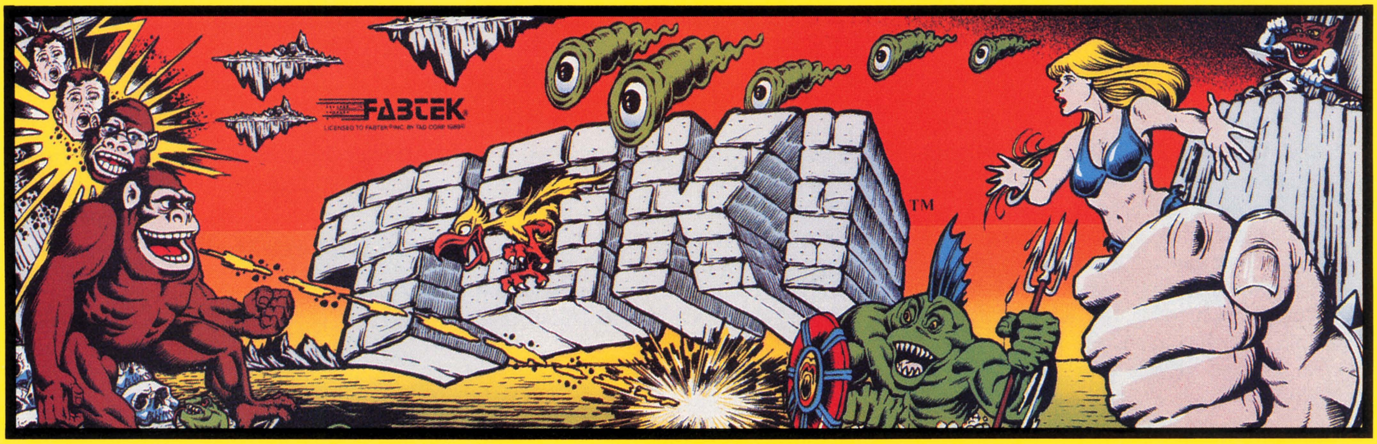
(800)642-7263
Fax: (813)366-1134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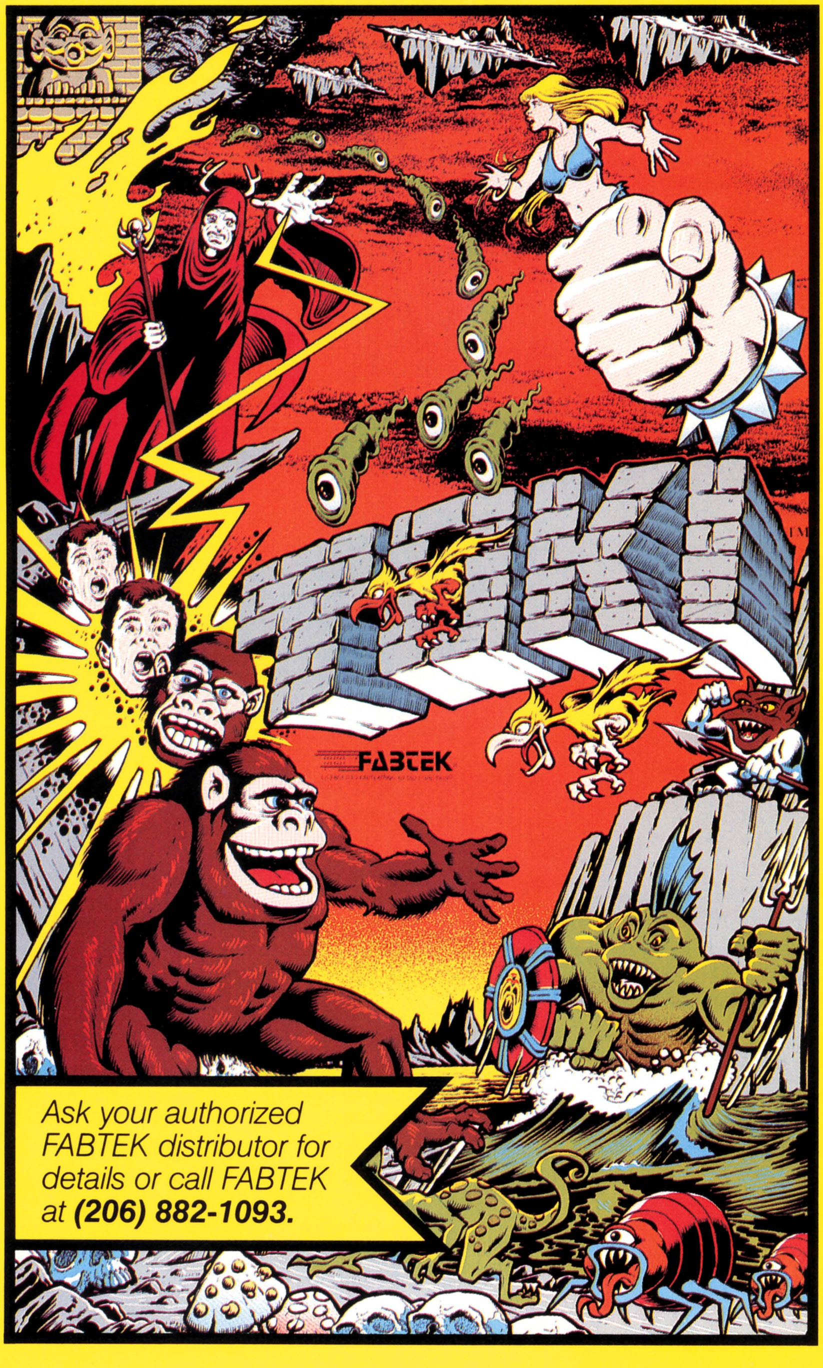

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Gamemasters
5555 Oakbrook Pkwy.
Suite 240
Norcross, GA 30093
(404)662-5666
(800)634-7746
Fax: (404)242-3866
President: Mike Macke
Natl Sales Manager: David Gillam
Product Line: rotary merchandiser, counter top games, and novelties (Sharp Shooter Coin Pusher and Nellie novelty vendor)

Games of Nevada
2575 So Highland Dr.
Las Vegas, NV 89109
(702)732-1414
Telex: 910-397-6911
Owner: Michael Wichinsky
General Manager: George J. Levine
Video Division Mgr.: Rob Piechowiak
Manufacturing Manager: Mark Gravier
Slot Development: Laren Fisher
Design Engineering: Ed Williams
Product Line: electronic gaming devices, specialty machines, video machines

Games of Tennessee, Inc.
220 River Rd.
Shelbyville, TN 37160
(615)684-0100
Fax: (615)685-0144
Product Line: video draw poker; bumper shuffleboard; kiddie theater

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(602)889-5802
Fax: (602)889-5810
Contact: Carlton Van Gorder
Product Line: Video Poker, Keno, Wild-B-Bingo, Mystery Bingo,
4 & 6 player Social Poker (none Video) 4 & 6 Player Video Social Poker, Air-Bingo with or without hopper.

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(305)935-3995
Fax: (305)932-8651
Product Line: arcade translation of Wheel of Fortune, Jeopardy

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#121
Minneapolis, MN 55420
(612)935-4775
(800)356-7180
President: Thomas Sweningson
Product Line: Split Second, Quarter Back Sack, Lotto Luck, counter top amusement games and lottery number generating promotional machines

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Glen Burnie, MD 21061
(301)768-3400
(800)638-7879
Product Line: merchandising token pusher

Gladwin, Inc. (Phillips & Brooks)
3319 Old Oakwood Rd.
Oakwood, GA 30566
(404)887-9901
(800)241-0308
Fax: (404)887-9511
President: John Margeson
Exec Vice President: Frank Zimmerer
Product Line: coin telephones; enclosures

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Gardena, CA 90247
(213)327-0562
Fax: (213)327-3816
President: Torben Gramstrup
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Telex: 467-098
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Gold Coast Dist.
20102 Progress Dr.
Strongsville, OH 44136
(216)572-5225
Fax: (216)572-5225
President: Ed Griffiths
Vice Pres: Edward Griffiths, Jr.
Service Manager: Sonny Hesketh
Product Line: Stars and Stripes big ball bowler

Gold Medal Products Co.
2001 Dalton Ave.
Cincinnati, OH 45214
(513)381-1313
(800)543-0862
Telex: 298235 GMHQUR
Fax: (513)381-1570
President: D. B. Evans
Vice President: J. C. Evans
National Sales Manager: Dan Kroeger
VP/Manufacturing: Ed Tschan
Product Line: full line of snack bar/concession equipment and all related products for arcades

Golden Circle Marketing
P. O. Box 122
532 Van Hook St.
Milan, TN 38358
(901)686-9213
President: Joe Smith
Product Line: coin-op scales and pulse meters

Golden Co. (Multi-Tech Communications)
9137 Linwood
Detroit, MI 48206
(313)898-3626
President: Gaylor Jones
Product Line: desktop pay phones

Golden Touch Mfg.
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(813)755-8499
President: Fred Munn
Product Line: crane games

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(408)384-5800
Fax: (408)633-5494
Product Line: novelty amusement machines & antique reproductions

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Bensenville, IL 60106
(708)766-8282
Fax: (708)766-6688
President: David J. Marofske, Sr.
Secretary: Stanley W. Jarocki
Vice Presidents: Terry Sullivan
David J. Marofske, Jr.
Product Line: Coin operated amusement games, Universal 19'' and 25'', cocktail table and countertop video systems, contract manufacturing services

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Route 37 & Germania
Station Rd.
Toms River, NJ 08753
(201)341-5200
(800)222-0491
Fax: (201)341-6560
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Sales: Brian Petaccio and Dan Dinnebiel
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(619)457-1994
(800)999-4263
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VP Sales/Mktg: Paul Scribner
Treasurer: Cash Stetson
Product Line: wall games using R.F. transmitters

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3333 Mesilla Ct.
P. O. Box 26923
Indianappolis, IN 46226
(317)899-2767
(800)222-1018
Western Region Sales: Brent Hunt
Eastern Region Sale: Sylvia Trotter
Central Region: Marianne Harrison
Marketing Manager: Griff Martin
Product Line: complete line of pay telephones

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H

Hi Tech Amusements
3733 NW 16th St.
Lauderhill, FL 33311
(305)583-6066
Fax: (305)752-1576
Product Line: Pop-up redemption game

Hollywood Cranes
8044 Landershim Blvd.
North Hollywood, CA 91606
(818)767-0981
(800)992-2274
Fax: (818)767-5984
President: William B. Faith
Secretary: Cynthia R. Faith
Director of Sales: Ronald Clapper
Product Line: Freefall cranes and other merchandisers

Horizon Distributors
55 Hudson Ave.
Freeport, NY 11520
(516)379-4719
(800)333-1737
Fax: (516)379-5220
President: William Wolfe
Representing: electronic game manufacturers, impulse machine manufacturers, videos, vending, provide locations

Hospital Specialty
7501 Carnegie Ave.
Cleveland, OH 44103
(216)361-1230
(800)321-9832
Telex: 980589
Fax: (216)361-0829
President: Mort Reitman
Vice President: William Hemann
Vice President: William Kanther
Product Manager: Beth Smylie
Product Line: Health Guards condom vendor and condom, cigarette vendor-paks, Lifestyle condom vendor and condoms

Hydro Forms, Inc.
P. O. Box 450803
Atlanta, GA 30345
(404)634-4340
Fax: (404)321-0337
Sales Manager: Richard Andert
Product Line: exclusive distributor for coin operated remote control cars, trucks, and boats made by CMS (UK), Ltd. Dorset England

I

I.C. Tech, Inc.
3 Sussex St.
Kenner, LA 70062
(504)469-7761
President: Julio Pando
Sales Manager: Raymond Santos
Product Line: horseshoe video game, poker game and video cabinets

Imagination Leisure, Inc.
251 Dixon Ave.
Amityville, NY 11701
(516)842-4242
Fax: (516)842-0532
President: Richard M. Simon
Sales Manager: Richard McGrath
Service Manager: Jim Fish
Product Line: SST-8 (stainless steel top-air cushions hockey game) SST Lite—6' versions U.S. Billiards & Irving Kaye Pool Table parts

IMI Cornelius (AM.)
One Cornelius Pl.
Hwy 10 West
Anoka, MN 55303
(612)421-6120
(800)238-3600
Fax: (612)427-4522
President: Neil Beaumont
Product Line: beverage dispensing equipment

Imperial International
1270 Valley Brook Ave.
Lyndhurst, NJ 07074
(201)507-0936
(800)526-6261
Telex: 910-250-5661
Fax: (201)507-9181
Vice President: Mike DiMotta
Operations Manager: Paul Carda
Sales: Kevin Carda,
Bob Lapinski, and Steve Russel
Export Manager: Joe Migueles
Product Line: Premier soccer table; billiard and coin machine parts

Imperial International
5116 Azuza Canyon Rd.
Irwindale, CA 91706
(818)962-1024
(800)423-2753
Fax: (818)962-1311
West Coast Division Manager:
Michael Bathalter
Sales: Frank Himelstein and
Yvonne Ramos
Parts: Kevin Cradea
Product Line: Premier soccer table; billiard and coin machine parts

Imperial Investment
3704 Klondike Ln.
Louisville, KY 40218
(502)456-1600
President: Bill Meador
Vice President: Jeff Schwartz
Vice President: E.D. Schwartz
Product Line: Speed Zone reaction-testing game; Money Memory counter-top color-sequence memory game

Innovative Concepts in Entertainment (ICE)
1501 Kensington Ave.
Buffalo, NY 14215
(716)833-0481
(800)342-3433
Fax: (716)833-1342
President: Ralph Coppola
Exec. Vice President: Jack Willert Product Line: Super Chexx, Super Kixx, and other novelties

Innovative Industries, Inc.
2605 Grand Ave.
Carthage, MO 64836
(417)358-6891
(800)344-7467
Fax: (417)358-1849
General Manager: Larry Lloyd
Product Line: "Lucky Egg" Fred Flintstone and chicken machine, animated toy-filled capsule vending machine

Intellicall, Inc.
2155 Chenault
Suite 410
Carrollton, TX 75006
(214)416-0022
(800)451-4625
Fax: (214)416-7213
Contact: Doug Harrington
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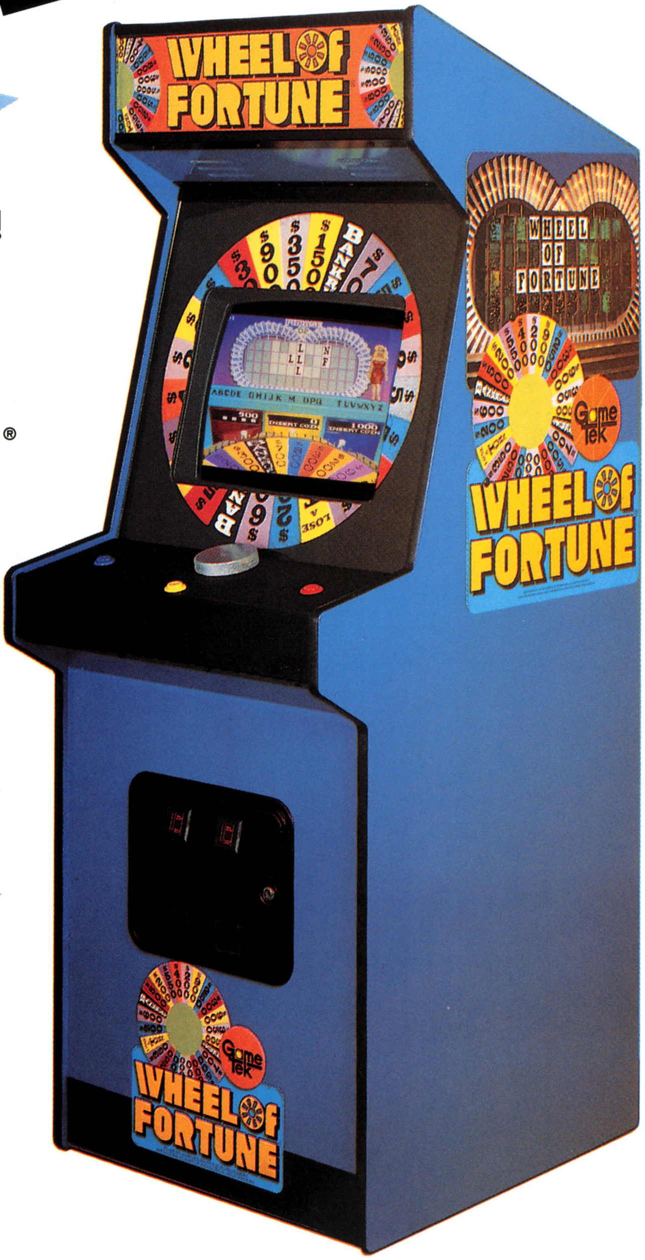
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(602)780-0112
Fax: (602)780-0331
President: Gregory B. Sullivan
Marketing Director: Callie Parks
VP Sales: Michael O'Connor
VP Marketing: Marlin Sullivan
VP Operations: Kim Cook
Product Line: manufacturer of coin operated sports games: Bud Light Tournament Basketball (single hoop double hoop), Competition Basketball (double hoop), Countdown Basketball (single hoop), Bud Light Quarterback Challenge Football, Touchdown Football, Michelob Tee-It Up Golf, Pro Golf, Tournament Master Table Tennis, Billi Puck (shuffleboard/billiards table)

International Game Technology (IGT)
520 So. Rock Blvd.
Reno, NV 89502
(702)323-5060
Telex: 550 452
Fax: (702)788-6564
CEO/Chairman: Charles Mathewson
President: John J. Russell
Executive Vice Pres.: Rich Irvine
VP of Operations: Mike Brown
Product Line: coin-operated video gaming equipment reel-type slots, casino accessories and video lottery equipment

International Communications, Inc.
1336 American Dr.
Neenah, WI 54956
(414)722-7739
(800)345-7812
Fax: (414)722-3220
National Marketing Manager: Robert Allen
Product Line: Smartphone/Palco, Smartphone III, Smartphone GTE, retrofit kits suitable for PALCO, GTE, WECO, or other cases

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Long Island City, NY 11101
(718)784-3800
President: Lawrence Galante
Sales Manager: Eleanor Warchol Service Manager: Fred Kornhauser Product Line: plastic laminating machines

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Williamsville, NY 14221
(716)681-2111
Fax: (716)681-7412
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Vice President: R. M. Joseph
Treasurer: Darel Joseph
Sales & Marketing: Eric Joseph
Engineer: Tracy Schwenk
Product Line: makers, assemblers, wholesalers of coin-op phones for desk & wall; sole distributor of Smart Desk Phone with voice plus A.O.S. capability

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Redmond, WA 98052
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Product Line: video kits

J

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Providence, RI 02905
(407)856-0406
Fax: (401)467-8320
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Vice President: Peter Robinson
Product Line: talking parrot egg vending machine

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Niles, IL 60648
(312)647-7077
Fax: (312)647-7087
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Sales Manager: Larry Berke
Product Line: dedicated and kit video games

Johnston Products Co.
627 16th Ave.
P. O. Box 458
East Moline, IL 61244
(309)755-5021
(800)447-6768
(800)747-1144 (in IL)
President: Bud Johnston
Sales Manager: Terry L. Ring
Service Manager: Mike Talbot
Product Line: Big Top Candy Vendor, Silver Dollar Saloon candy vendor with gun game; Kick'N Catch skill game with product vendor

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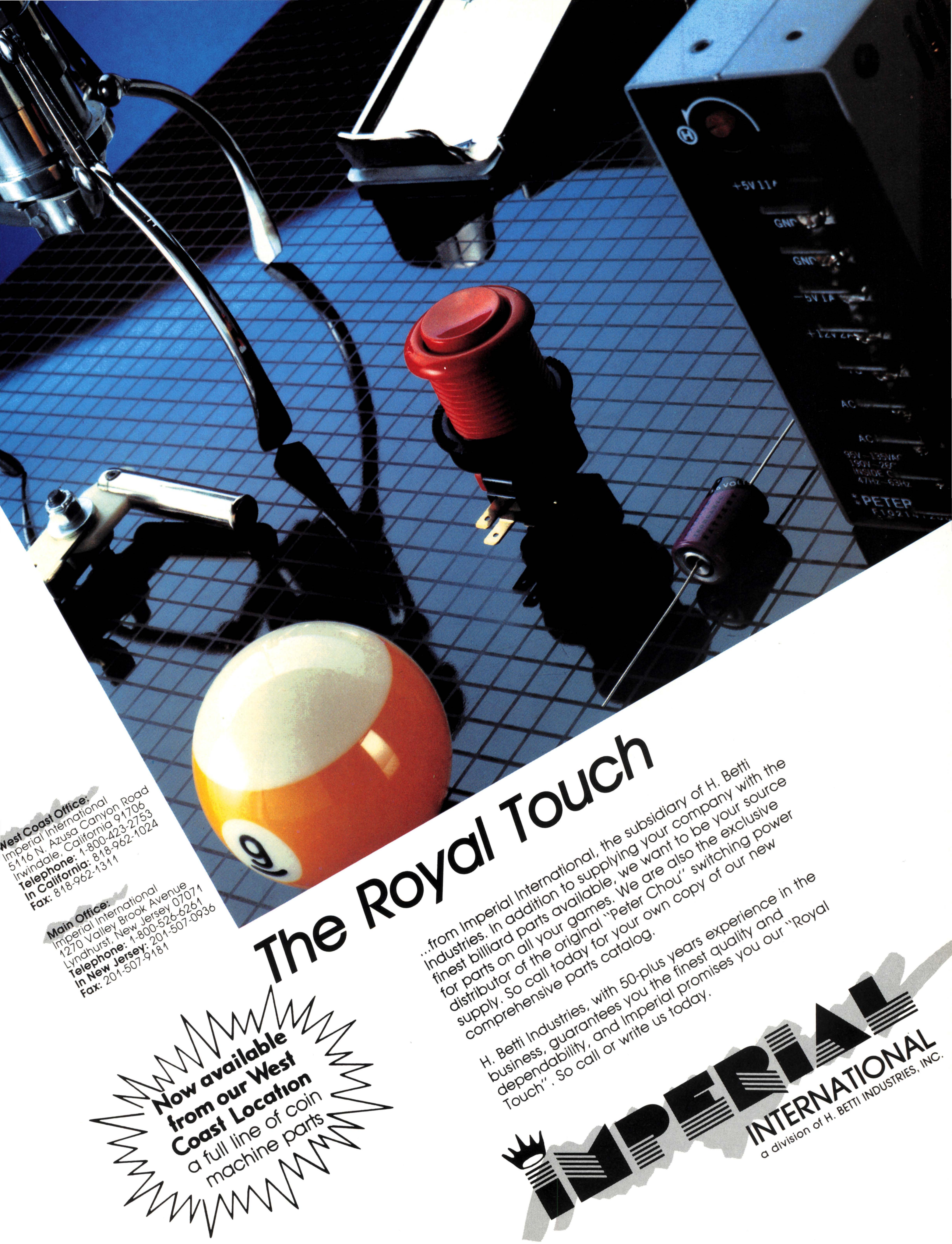

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Product Line: jukebox

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President: Tom Dudley
Product Line: new and refurbished kiddie rides

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8024 W. 21st Ct.
Hialeah, FL 33016
(305)557-8356
President: David Vega
Product Line: US made coin operated kiddie rides (Pony, Motocycle, and ATC-Tri-Moto)

Kiddie Rides USA
604 Main St.
Davenport, IA 52807
(319)326-6467
President: Bob Versman
Exec. Vice President: Stuart Heller
Western Mktg. Director: Joe DeMarsico
Chief Technician: Peter Gurko
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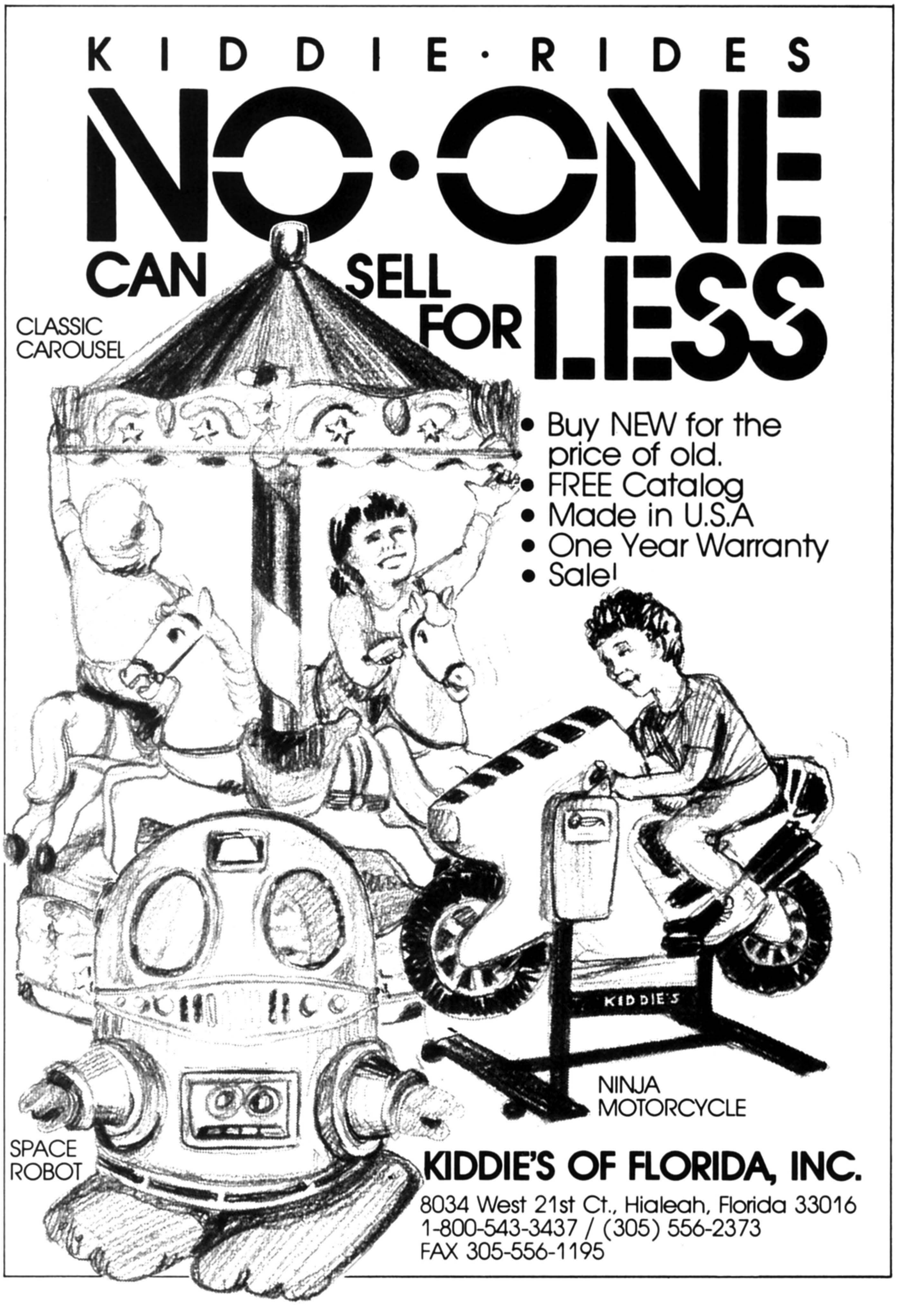

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(305)556-2373
(800)543-3437
Fax: (305)556-1195
General Mgr/Natl Sales: Eric Torres
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Los Angeles, CA 90036
(213)939-7902
Fax: (213)939-9631
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Vice President: Boris Gromadski
CEO/Chairwoman: Mollie Superstein
Director of Marketing:Rudolph Woltz
Product Line: kiddie rides

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Telex: 6871385KONAM UW
Fax: (312)215-5144
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President: F. Hishikawa
Exec. Vice President: M. Omikawa
Sr/Coin-Op Division:Stephen Kaufman
VP/Operations: William F. Lenkowski
Ntl Dir/Sales/Mktg:Frank Pellegrini
Sales: Michael Kubin
Adm. Assistant: Laura Burlingame
Prod/Service Mgr: Jerome Korbecki
Product Line: dedicated video games conversion kits and consumer software; Pro Quarterback football game

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Lakewood, NJ 08701
(201)367-7810
(800)631-2126
Fax: (201)367-3684
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President: Craig Helfricht
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L

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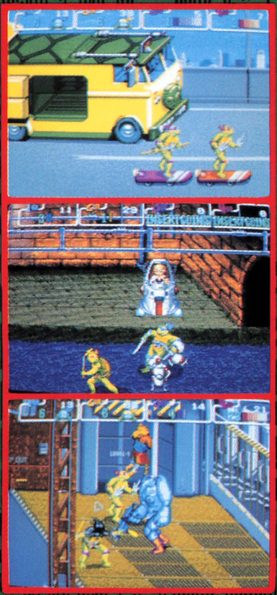

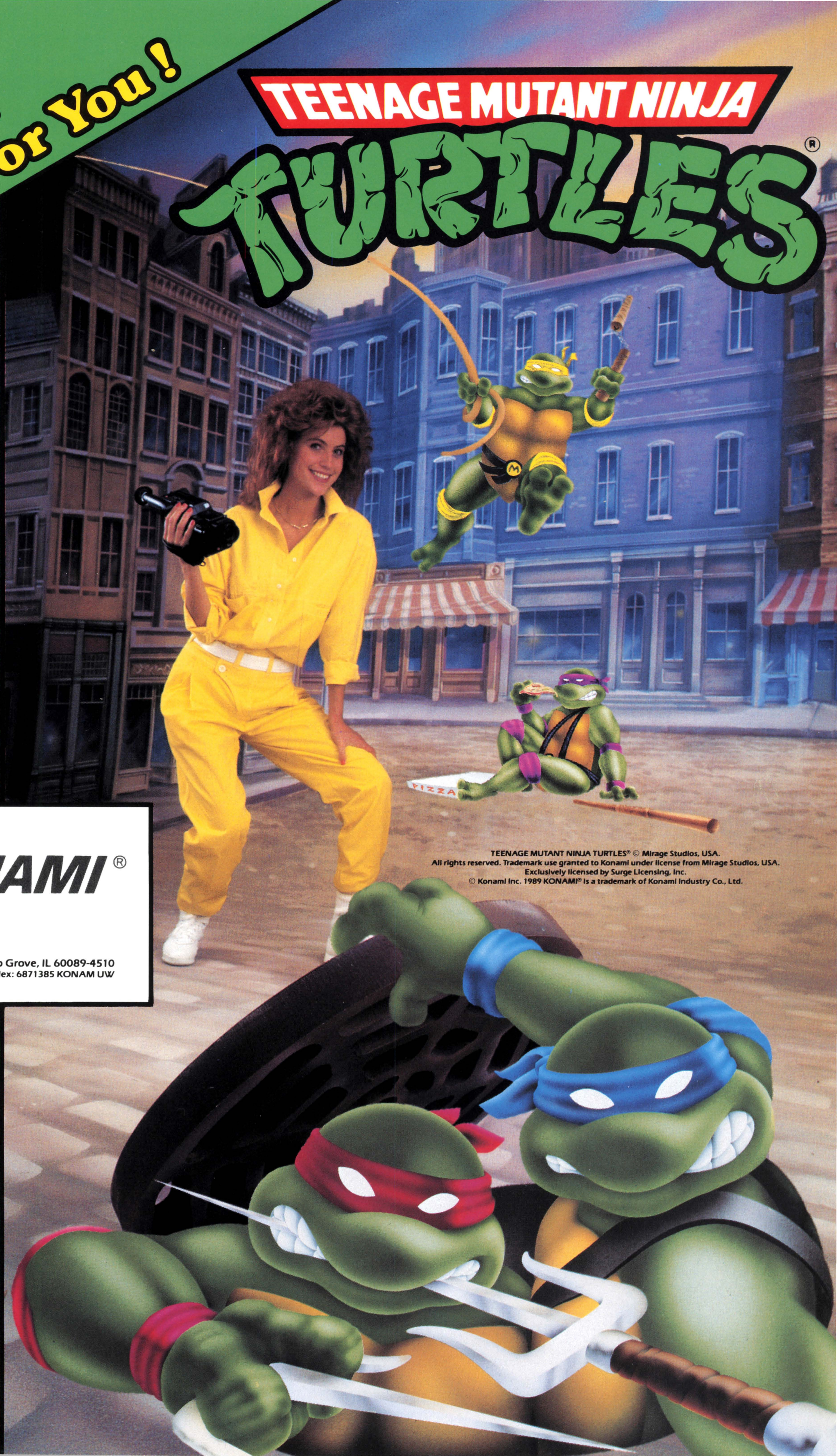

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KONAMI®

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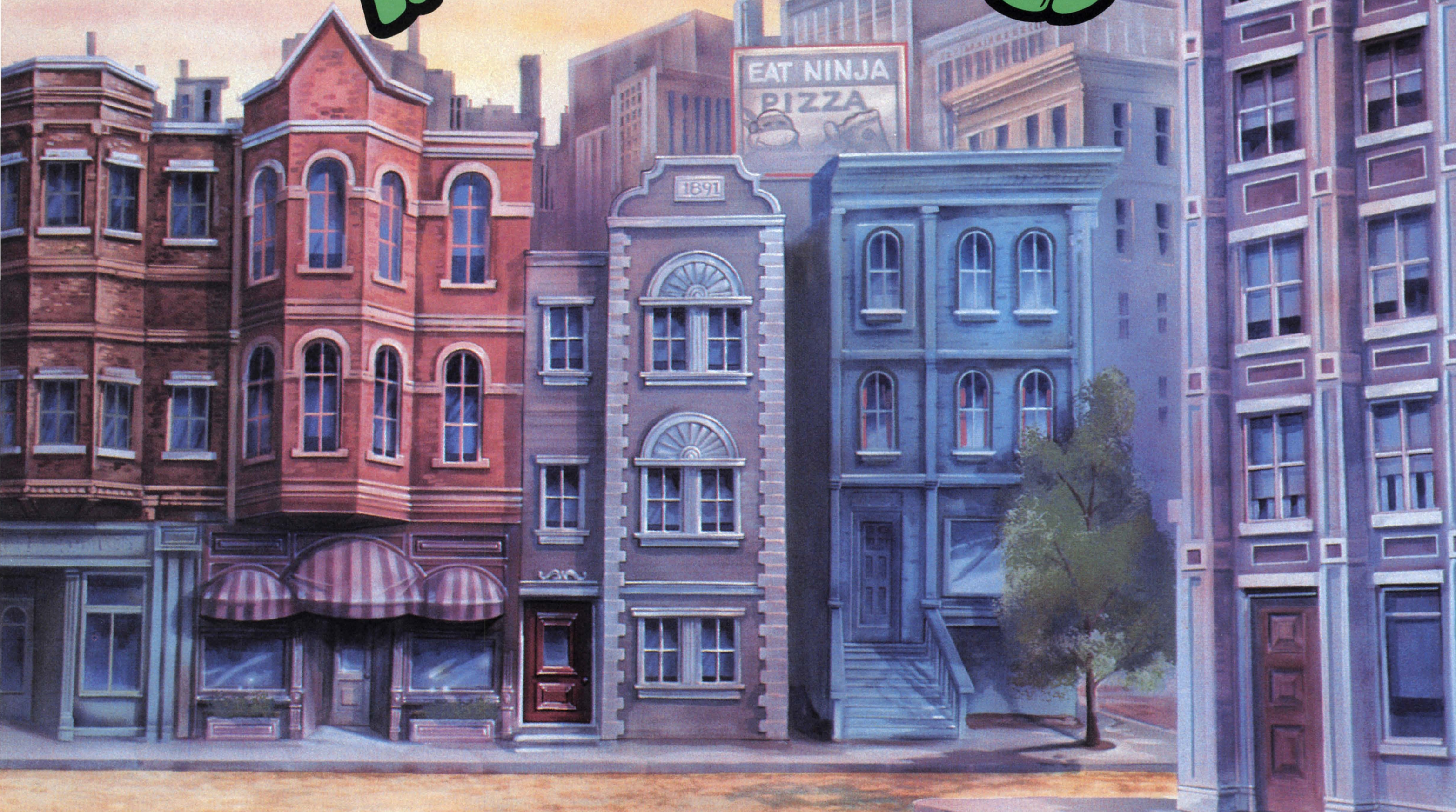
Phone: (312) 215-5100 • FAX: (312) 215-5144 • Telex: 6871385 KONAM UW

- DEDICATED UPRIGHT
- HORIZONTAL MONITOR
- BUY-IN FEATURE
- CONTINUATION FEATURE

TEENAGE MUTANT NINJA TURTLES®



Description:

Cowabunga! The Teenage Mutant Ninja Turtles have arrived! The heroes in a half-shell, Leonardo, Raphael, Donatello, and Michaelangelo, are rockin' and ready to take on their archenemy, Shredder.

Their radical rat mentor, Splinter, trained the teens to be experts in the art of Ninjitsu. Each turtle has his own area of expertise. Leonardo, the level-headed leader of the green guys, wields razor-sharp katana blades. Michaelangelo, the party dude extraordinaire, whirls nuchakus at blistering speed. Donatello is a wizard with machines, as well as his weapon, the bo staff. Raphael, the wild boy of the bunch, channels his raw energy into brandishing a lethal pair of sai.

The fearless Turtles begin the game on a mission to rescue their companion, ace reporter April O'Neil, from a burning building. They battle the flames and the evil soldiers of Shredder's Foot Clan, only to have April abducted by Shredder himself. Splinter, their Ninja master, has also been kidnapped. Laughing in the face of danger, the Turtles boldly set out to save their friends and find the secret headquarters of Shredder and the Foot Clan, the Technodrome. The Technodrome also houses Krang, the brain behind the entire evil organization.

Not only are the boys being attacked by the Foot Clan soldiers, but Shredder's henchmen Bebop and Rocksteady are also out for turtle blood, The Turtles make their way through various streets, alleys, and sewers using whatever means they can—on foot, by jet-powered skateboards, or via the party van. Once they rescue April and Splinter, the guys go on to find the Technodrome. But even if they succeed in blowing up the Technodrome, there is no guarantee that Krang and Shredder have been destroyed with it. The demented duo may have escaped to Dimension X, where no one can find them, to hatch more heinous plots against the Turtles. However, as long as our heroes have breath in their bodies, you can bet no one will make turtle soup of them!

- **DEDICATED UPRIGHT**
- **HORIZONTAL MONITOR**
- **BUY-IN FEATURE**
- **CONTINUATION FEATURE**
- **PLAYER CONTROLS:**
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  - JUMP BUTTON
  - ATTACK BUTTON

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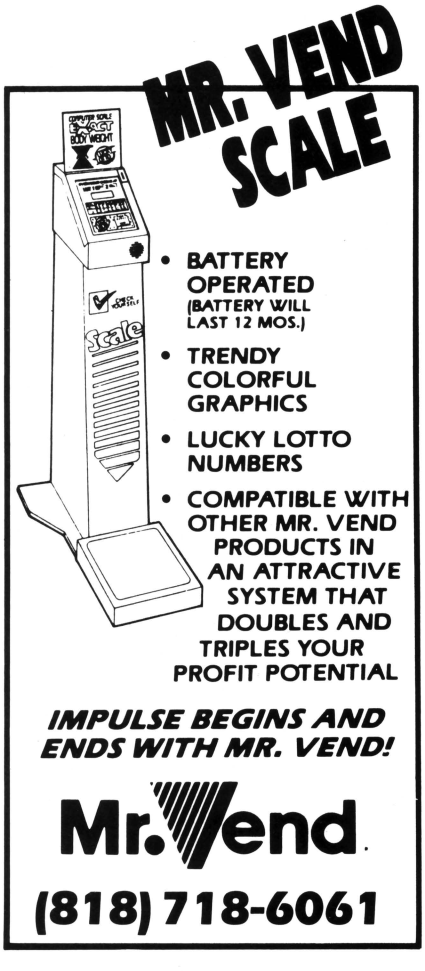
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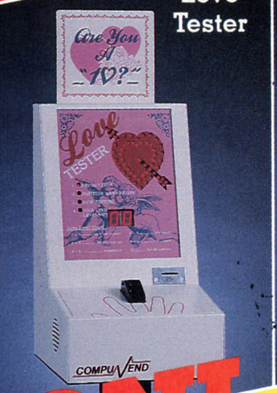
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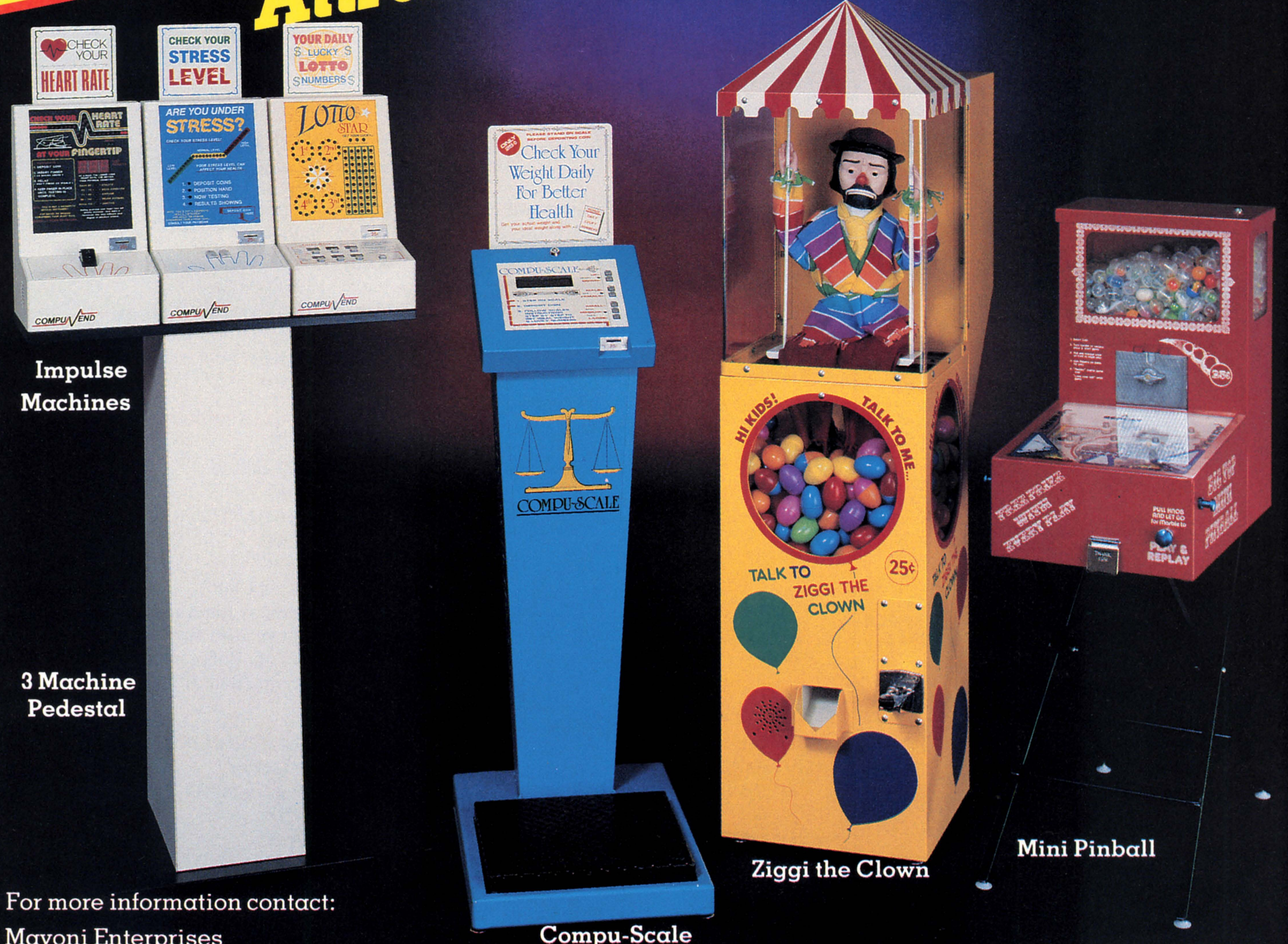
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VP Product Development: Steve Meyer
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Fax: (312)267-8435
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Chief Engineer: Buzz Bruner
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Fax: (415)962-8516
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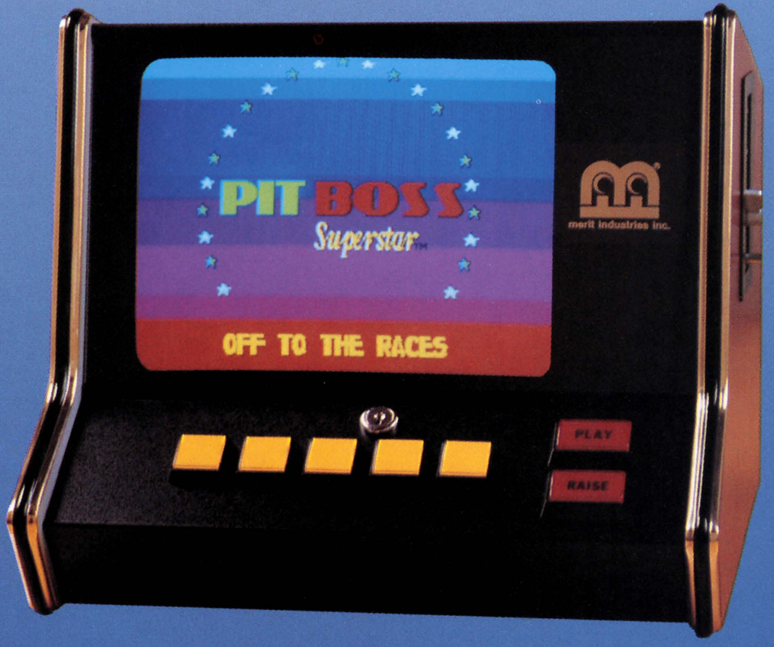

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VP/Marketing: Tom Edwards
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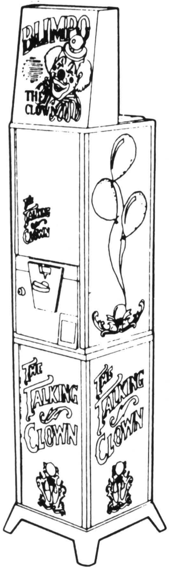

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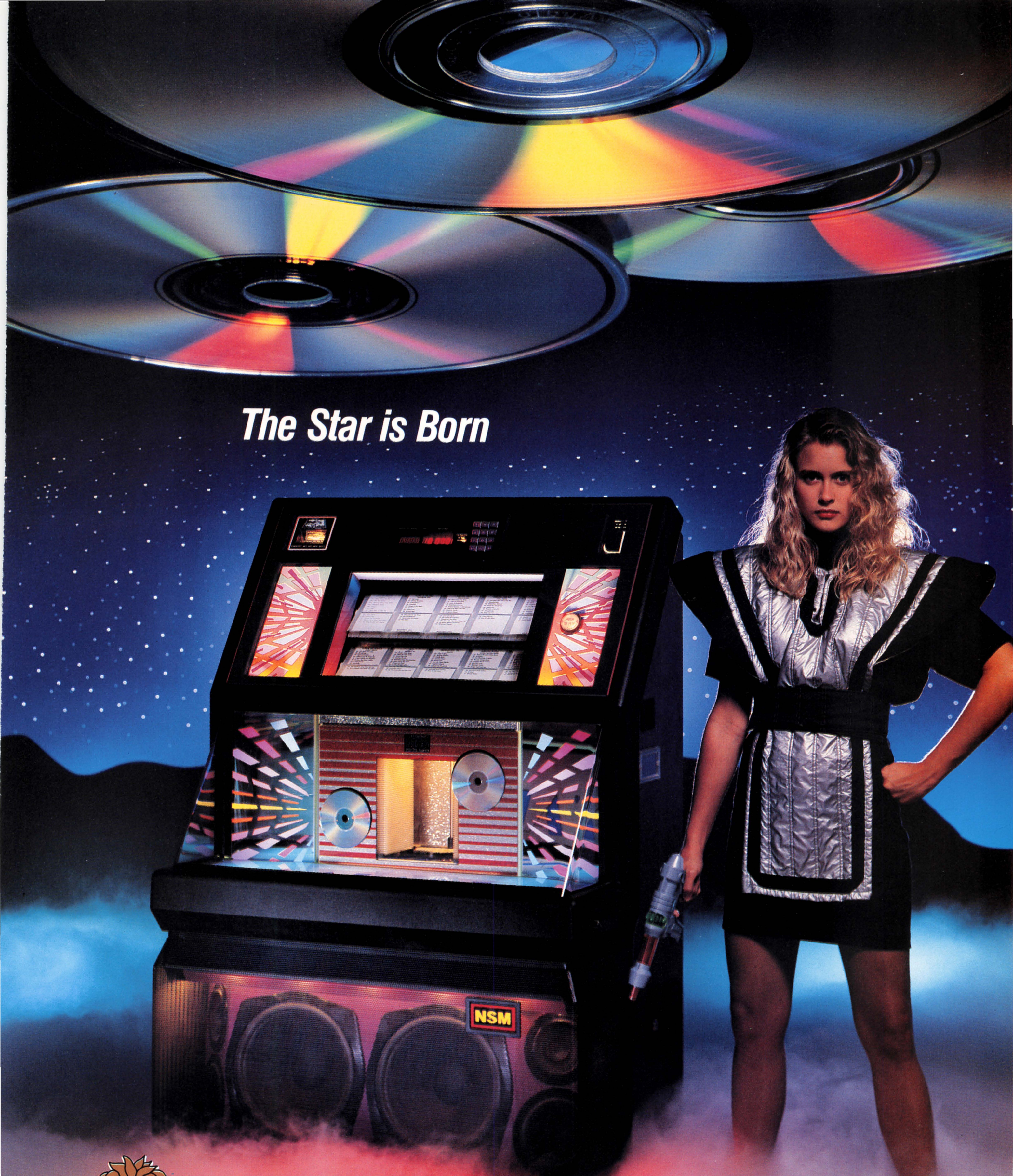

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Electronics: Peter Osborne
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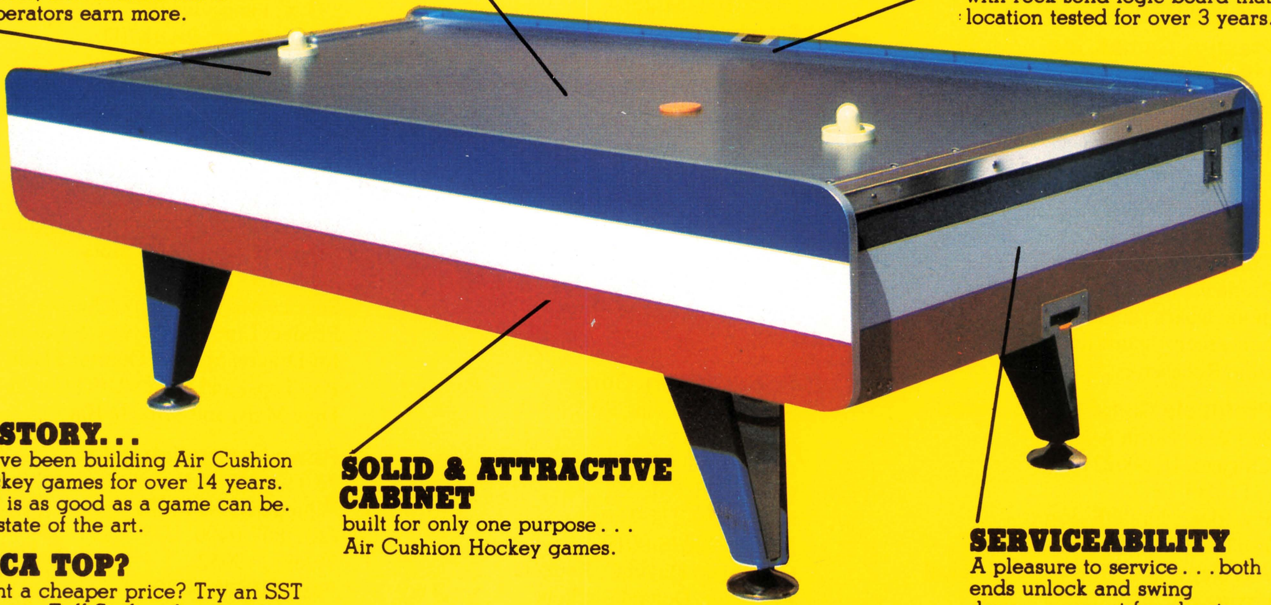

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262 cm x 127 cm	205 kg.

SST FEATURES:

- Operates of combination of adjustable Time and Scoring.
- Automatic Scoring with Game Over Light.
- Automatic Puck Lock-in at end of game.
- Meter, secure "safe" cash box, indestructible All Steel Legs & Levelers, mil-spec Aluminum Rails & Goals all standard.
- Super-hard Durable Pucks & Hi-Profile Goalies.

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Fax: (312)350-1097
President: Gilbert G. Pollock
VP/Operations/Eng: Michael Vrettos
VP/Research/Dev: Adolf Seitz, Jr.
E Region Sales Mgr: Dan Clarton
W Region Sales Mgr: Duane Miller
S Region Sales Mgr: Ron Zahler
Parts: Tina Nelson
Product Line: pinball machines, videos, novelties

Prestige Games, Inc.
119A Thornton Dr.
Hyannis, MA 02601
(508)771-6088
Telex: 284-417
Fax: (508)771-6119
President: Robert Jones
Executive Assistant: Sally Serpico
Chief Technician: John Doherty
Product Line: exclusive marketers of the Quarterhorse video horse racing game under license from Rodesch & Associates

Profitable Game Incorporated
865 West North Ave.
Chicago, IL 60622
(312)943-1017
President: Jerald E. Evers
Product Line: Astro Lotto, Astrology, Bio Rhythm; mechanical boxing machine; tickets

Progressive Game Distributors, Inc.
1300 Hill Street
El Cajon, CA 92020
(619)441-9100
President: David W. Stroud
Exec. Vice President: Robby Robbins
Parts Manager: Billy Keel
Product Line: video games.

Protocol, Inc.
1370 Mendota Heights Rd.
Mendota Heights, MN 55120
(612)454-0518
(800)227-5336
Telex: 291169
Fax: (612)454-9542
Product Line: coin-op condom vending machines

PVC
4020 Payne Ave.
Cleveland, OH 44103
(216)432-0765
President: Brent Garson
Sales Manager: Roy Berkman
Product Line: condom vendors and supplies

R

R M V Sales
336 Steubenville Pike
Imperial, PA 15126
(412)695-2406
Fax: (412)695-8839
(412) 922-8058
Product Line: condom vending machines

Rainbow Amusements
114 Roseville Rd.
West Port, CT 06880
(203)454-2179
Fax: (203)454-2584
President: Shelly Metz
Sales Manager: Shelly Metz
Product Line: coin operated kiddie rides

Remark Industries
1650 Oak St.
Lakewood, NJ 08701
(201)367-7000
(800)631-2126
Fax: (201)367-3684
President: Craig Helfricht
Product Line: video games

Rock-Ola Mfg. Corp.
313 So. Rohlwing Rd.
(Hwy. 53)
Addison, IL 60101
(312)629-9200
Telex: 910-221-2716
Fax: (312)628-0019
Chairman: David C. Rockola
President: Donald Rockola
Sales and Marketing Manager: Frank W. Schulz
East/Region Sales: Robert Hesch
Credit Manager: Ed Schweitzer
Product Line: jukeboxes and accessories; cold can drink and juice vendors

Rockwell Enterprises, Inc.
255 W. Torrance Blvd.
Carson, CA 90745
(213)532-5121
(800)331-0293
(800)345-5891 (CA)
President: Currie Armstrong
VP Sales: Dick Herbert
Product Line: electronic love meter; Bic & Scripto lighter vendors

Roller Ball
2829 S. Memphis St.
Aurora, CO 80013
(303)693-4978
President: Bob Lyons
Vice President: Tony Castillo
Product Line: Roller Ball table game

Romstar
22857 Lockness Ave.
Torrance, CA 90501
(213)539-2744
Fax: (213)539-3626
President: Takahito Yasuki
VP Marketing/Sales: Rene Lopez
Sales Manager: Tim Jackson
Account Executive: Joyce Kaehler
Purchasing/Traffic Mgr: Heh-Kyu Lee
Parts: Audrey Smith
Technical Manager: Darryl Williams
Product Line: conversion kits and dedicated video games

Roth Novelty Co.
333 N. Pennsylvania
Wilkes-Barre, PA 18702
(717)824-9994
(800)432-8030
Fax: (717)829-4441
CEO: Marvin Roth
President: Phillip W. Roth
VP Marketing: Leonard Lukas
General Manager: Donald Deremer
Sales Manager: Alan Moss
Sales: Jack Kanter
Service Manager: Guy Chiazza
Product Line: exclusive USA distributor for Dragon Master, Quarter Flash, Pop Tops, and Sega's UFO Catcher, Diga Mart, and Miracle Hat

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75 Troy Hill Rd.
Whippany, NJ 07981
(201)887-0400
Telex: 219052
Fax: (201)887-2851
President: Bruce Cowles
Sr. VP/Sales/Mktg: Jerry Hejtmanek
VP/Dist. Operations: Jerry Gordon
VP/Marketing: Edward Wiler
VP/Music: Joel Friedman
VP/Currency Products: Sanford Murck
Mgr. Mktg. Services: Jerry Maguire
Product Line: video jukeboxes, augio jukeboxes, music systems, full line vending and bill changers

1-800
669-7693

Royal Corona, Inc.
Essex Rd.
Center Conway, NH 03813
(603)356-5117
800-TAN-SALE (826-7253)
President: Bo Hermanson
Sales Manager: John Hermanson
Product Line: coin- or token-operated tanning equipment

Russell Laboratories
8613 14th Ave. S
Unit # 224
Seattle, WA 98108
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President: James Hall
Product Line: joke phone

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The Colorado Game Exchange, Denver, CO.
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Greater Southern, GA.
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World Wide Dist., ILL.
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Telex: 282037 SEEBRG CORP
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Exec. Vice President: Joe Pankus
VP/Operator Sales: Tom Siemieniec
Gen. Mgr./CD Div: William Guler
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VP/Mfg. & Eng: John Chapin
Product Line: currency-operated laser music systems via compact disc (CD)

Seecoast Mfg. Co., Inc.
744 Middle St.
Fairhope, AL 36532
(205)928-8882
Fax: (205)928-8909
President: G. Geoffrey Cain
Secr/Treasurer: Geraldine L. Cain
Shipping & Receiving: JoAnn Styron
Product Line: coin-op (and non-coin) telescopes and binoculars

Seel Novelties, Inc.
18 Sunny View Dr.
St. Peters, MO 63376
(314)278-5943
President: Roy Seel
Product Line: video cassette recording booth

Sega Enterprises, Inc. USA
2149 Paragon Dr.
P. O. Box 610550
San Jose, CA 95161
(408)435-0201
Fax: (408)435-0294
President: Tom Petit
Executive VP: Scott Yasuda
Executive VP: Howell Ivy
Dir. of Marketing: Lenore Sayers
Mktg Representative: Donna Cristich
Regional Sales Managers: John Hill and Jim Vanderhoof
Customer Service Mgr: Darl Davidson
Product Line: video games, conversion kits and interchangeable game systems

Seidel Amusement Machine Co.
P. O. Box 11162
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(505)298-6994
Fax: (505)291-0052
Pres/Sales Manager: Edward Seidel
Product Line: ticket-dispensing roll-down games-Bing-Reno, 3-in-line, Twenty-One, Pokereno, ''New'' Quackers

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Bronx, NY 10473
(212)931-4800
(800)332-2569
Fax: (212)931-4802
Product Line: vending machines for stickers, plastic laminate and postage stamps

Shipman Mfg. Co., Inc.
1326 S. Lorena St.
Los Angeles, CA 90023
(213)261-6151
Product Line: vending machines for stamps, condoms, snacks, etc

Sigma Game, Inc.
3180 S. Highland Dr.
Suite E
Las Vegas, NV 89109
(702)796-7653
Fax: (702)796-7530
Chairman: K. Manabe
President: T. Kato
Dir. of Oper.: Mike Stefanik
Product Line: video poker and slot machines; derby game

Skee Ball, Inc.
8th & Maple Streets
Lansdale, PA 19446
(215)362-0300
Fax: (215)362-0569
President: Joseph W. Sladek
Service Manager: Barry Scholl
General Manager: Peter Bartola
Engineering Manager: Dennis Keeny
Product Line: Skee-Ball target bowling games in 6, 8, 10 and 13 foot lengths, ticket dispensers and conversion kits

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1626 Delaware
Des Moines, IA 50317
(515)265-9900
(800)553-2442
Fax: (515)265-3148
President: Gordon Smart
Vice President: Jeff Smart
Treasurer: Lavonne Smart
Product Line: Shoot-To-Win II, 1 & 2 Hoop Basketball games; Clean Sweep Cranes-Single, Super Single, Double, Triple, Jumbo Jr. 34'' wide, Jumbo 42'' wide and the new Classic Jumbo

SMS Manufacturing Corporation
601 Prospect St.
Lakewood, NJ 08701
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(800)221-0138
Telex: 132-168
Fax: (201)363-6329
President & CEO: Sal Mirando
VP/Sales & Marketing: Jim Pietrangelo
VP/Finance & Administration: Joan Sierchio
Nat'l Sales Manager: Bob Harzer
Plant Manager: Vince Rippon
Director of Engineering: Walter Lee
Director of Software Engineering: John McGovney
Senior Programmer: Anna Mary Smith-Larkin
Inventory Control & Purchasing: Peggy Harries
Product Line: poker, blackjack, bingo, and keno videos; video lottery games and terminals; PokerRoll (rolldown merchandiser), and Pop-A-Ball (merchandiser); single and jumbo cranes; Sex Tester

Snak-Stix
4020 Payne Ave.
Cleveland, OH 44103
(216)432-0765
President: Brent Garson
Sales Manager: Roy Berkman
Product Line: table-top candy and snack vendor

SNK Corporation of America
245 Sobrante Way
Sunnyvale, CA 94086
(408)736-8844
Fax: (408)736-0446
President: Paul Jacobs
Chairman: Elkichi Kawasaki
Vice President Sales: John Barone
Western Sales Mgr: Tracy Tate
Eastern Sales Mgr: Rachel Davies
Director of Oeprations: Neal Zook
Product Mgr/Mktg: Susan Jarocki
Product Line: manufacturer of coin-operated video games and conversion kits

The Staley Manufacturing Corp.
437 Highland Ave.
Passaic, NJ 07055
(201)773-1981
Fax: (201)773-0054
President: Herb Potter
VP/Secretary: Arlene Potter
General Manager: Moses Musilu
Controller and Finance: B.T. Yown
Production Manager: W. Hickel
Product Line: countertop games, coin operated scales; stickers and laminating machines

Standard Kiddie Rides
8384 Frankstown Ave.
Pittsburgh, PA 15221
(412)243-6710
Fax: (412)243-6710
Owner: Fred Danovitz
Product Line: kiddie rides

SMART INDUSTRIES
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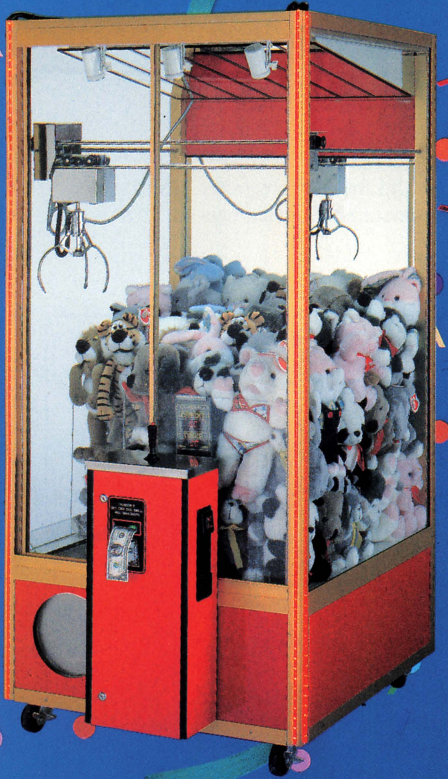
THE "1990" CLEAN SWEEP
CLASSIC JUMBO

THE HIT OF THE 80'S, IS THE FUTURE OF THE 90'S

CLASSIC JUMBO SINGLE



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- "Motion" sound system
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BOTH CLASSIC JUMBO'S CONSOLE BOX
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PROUDLY MADE
IN THE
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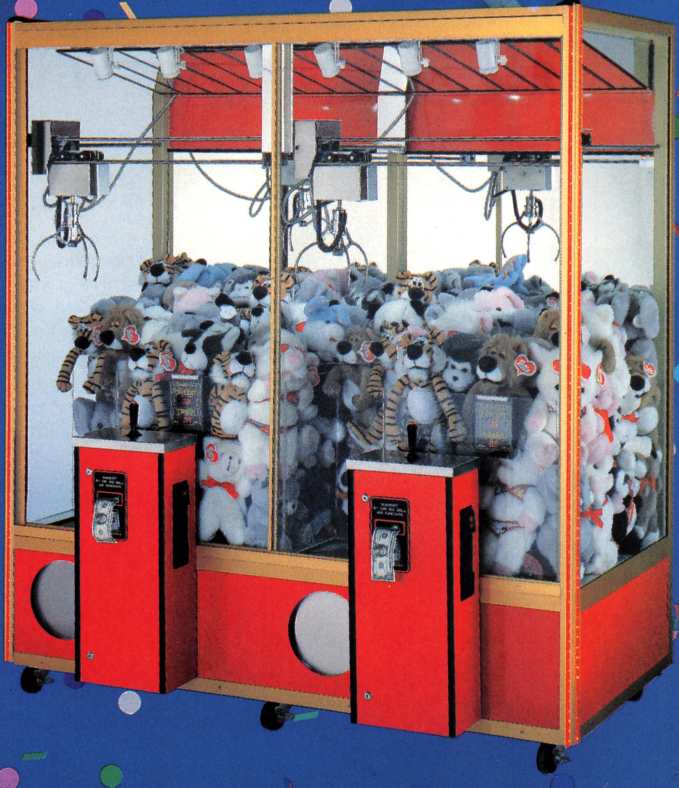

DIMENSIONS:

CLASSIC JUMBO SINGLE — 35½″ wide × 41″ deep × 77½″ high
CLASSIC JUMBO DOUBLE — 70″ wide × 41″ deep × 77½″ high
(Both models are 34″ deep without console box)

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(203)666-1960
Fax: (203) 666-8767
President: Irv Yaffa
Executive VP: Lawrence Dunn
VP/Amusement Div: Michael Yaffa
Dir./Sales/West: Kimberly Yaffa
Service Manager: Brian Stevens
Product Line: countertops, systems, and kits

Steiner Mfg. Co., Inc.
617 Sackett St.
Brooklyn, NY 11217
(718)875-0835
(800)445-4321
President: Richard Sidorsky
Product Line: makers of sticker, bumper sticker, postage stamp and baseball card vending machines; a full line of stickers and photographs including licensed items

Strata
709 W. Algonquin Rd.
Arlington Heights, IL 60005
(312)437-2704
(800)262-0323
Fax: (312)437-2473
President: Richard Ditton
Vice President: Mike Hanson
VP/Sales: John Cassiday
Engineering: Tony Truppa
Product Line: video kits

Stuck On Stickers
350 Coney Island Ave.
Brooklyn, NY 11218
(718)851-5100
President: Mike Silverbush
Product Line: vending machines for stickers & plastic laminates; stickers for such machines and for bulk venders; exclusive license for Popeye & Betty Boop characters

Summa Four, Inc.
249 Gay St.
Manchester, NH 03103
(603)625-4050
(800)641-5400
Fax: (603)688-4491
National Sales Manager: Nate Cyr
Product Line Manager: Garth Olson
Product Line: PTSS-1000 system monitors, routes & processes calls made from credit card phones, SDS-1000-user programmable specialty digital switch.

Sun Corporation of America
(see SUNSOFT)

Sunmark Business Products Inc.
1126 W. 21st St.
Lorain, OH 44052
(216)245-3678
(800)255-6275
Fax: (216)245-5995
(800) 255-6275 (OH)
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WINNER
GAME OVER
SKEE BALL
50
40
30
20
10

New 10 and 13-foot SKEE-BALL with sound, flashing lights and digital scoring!
. . . a proven money maker.

The game they've known and loved for nearly a century is now better than ever with electronic audio scoring and flashing lights.

New Audio Skee-Ball is available in a broad range of sizes — from small models 6 or 8 feet long, ideal for kids, to larger models ranging from 10 to 13 feet.

To operate, players simply drop a coin into a slot, and they're served 9 balls — and a lot of fun. Every round is tallied by a "big brother" electronic scoreboard. (Mini Skee-Ball works the same way.)

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Now there's also a Mini Skee-Ball for the kids. But don't let the little size fool you, for even adults can find it an exciting challenge.

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PAR 4
137 YDS
STROKE 4
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(800)843-0437
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Fax: (407)682-7860
(800)237-0796 (outside FL)
President: Stephen Perry
Executive VP: John Stancil
VP Marketing: William Medvetz
Adm. Assistant: Linda Wacker
Systems Engineer: Ritchie Williams
Product Line: PC design and manufacture, custom software and novelty games

Sunsoft (a div. of Sun Corp. of America)
925 A.E.C. Dr.
Wood Dale, IL 60191
(312)350-8800
Telex: 206424 SUNCORP
Fax: (312)350-8815
President: Yoshi Homma
Dir./Cust. Services: Alfred Artus
Vice President: Robert Bernstein
Product Line: video games in dedicated and conversion kit form; licensors of video game software; consumer software; importers & exporters; Nintendo consumer software

Super Club (AVI division)
4211 Forbes Blvd.
Lanham, MD 20706
(301)459-5986
(800)346-9538
President/CEO: Darrell Baldwin
Product Line: video tape rental machine

Surf's Up
1983 Bedford Ave.
Titusville, FL 32796
(407)267-6987
Product Line: makers of Urban Surfer, a video surfboard simulator

Sutton Industries
21 Cherokee Dr.
P. O. Box 586
St. Peters, MO 63376
(314)441-6150
Fax: (314)441-3542
President: Kim Sutton
Product Line: coin-operated shoe polisher

T

Taito America Corp.
660 So. Wheeling Rd.
Wheeling, IL 60090
(312)520-9280
Fax: (312)520-1309
President: Joe Dillon
VP/Sales: Rick Rochetti
VP/Production: Ben Rochetti
General Manager: James Miskell
General Counsel: J. Vernon Lloyd
Customer Service: Paul Rzonca
Product Line: coin-operated video games, kits and novelties; consumer products

Talking Vendor Co.
P. O. Box 326
Chatham
Ontario N7M 5K4,
Canada
(519)351-2181
Fax: (519)351-7304
Sales Manager: Ken McPhail
Product Line: makers of talking bulk vending machines

T.A.M.C.O.
719 Morning Hill
San Antonio, TX 78232
(512)494-9201
President: David Madden
Product Line: coin operated AC free telephone (The Lineman)

Tan Body Sun Systems
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(800)527-4675
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(518)584-2622
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Product Line: indoor suntanning equipment, passive exercise machines

Tape-athon Corp.
13633 Crenshaw Blvd.
Hawthorne, CA 90250
(213)676-6752
Fax: (213)676-9532
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- 1.3″ (33 mm) Capsule
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Adjustable Merchandise Wheel Vends
All types of small bulk items.
Coinage size up to 1.25″ (32 mm)
Machine size height 25″ (63.5 cm)
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Custom sounds — can have your own record made to say anything for 5 seconds. Up to 4 different sayings on each side.

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Our All New 2.3″ Round Clear Capsule
Both Halves Same For:
$1.00 items; 50 items
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cranes etc.

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Mixed colored top with clear bottom. Filled or empty.

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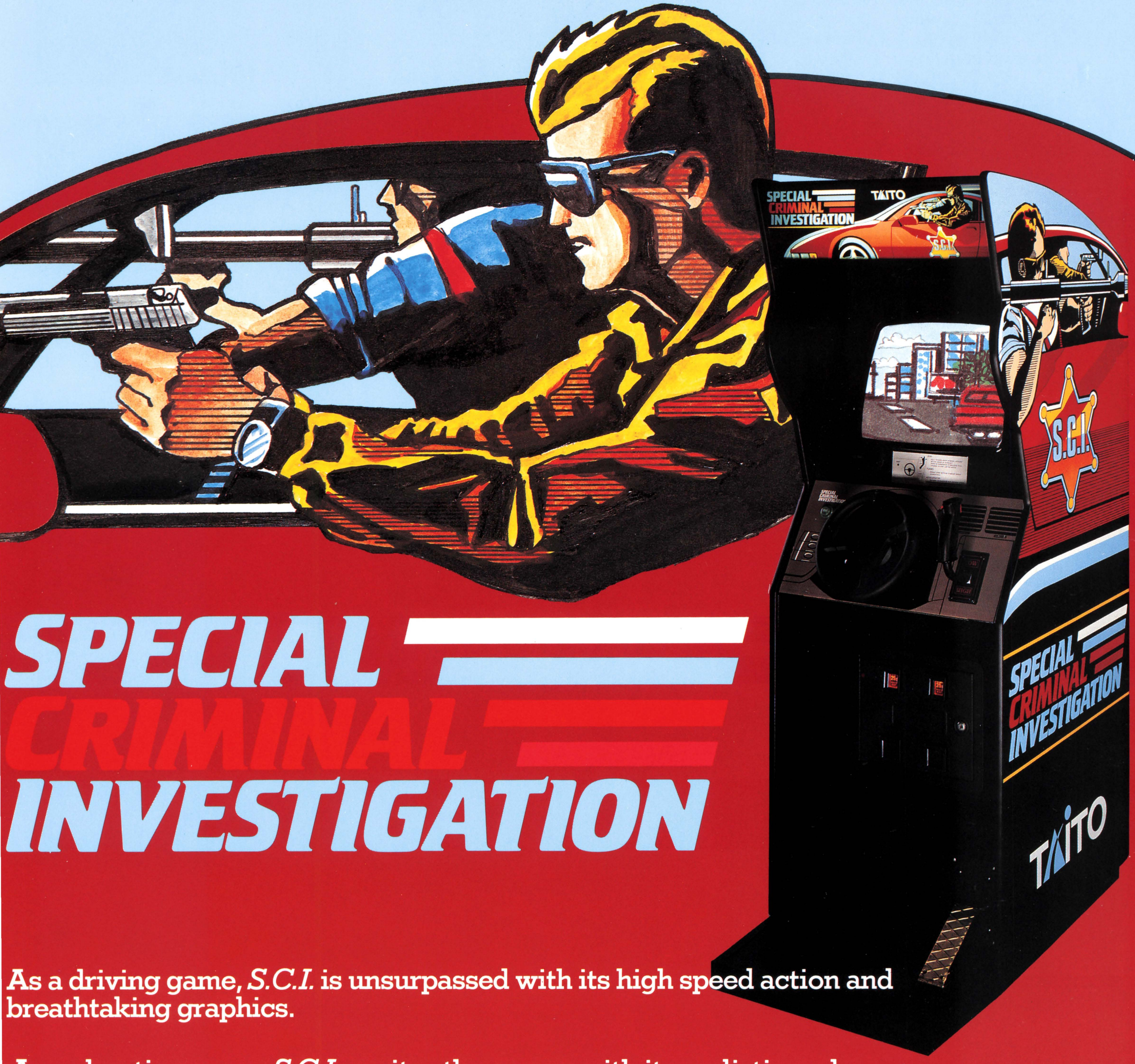
In Taito's *NEW* driving game, you have
the power to blow their doors off...
It's called a *44 Magnum!*


SPECIAL CRIMINAL INVESTIGATION
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As a driving game, *S.C.I.* is unsurpassed with its high speed action and breathtaking graphics.

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Tony and Ray are two detectives with the Bureau of Special Criminal Investigations demonstrating daily their dedication to truth, justice and the American way. Now, Tony and Ray have been given the most important case of their lives. A dangerous band of thugs has kidnapped the Mayor's daughter, Jennifer, and is holding her in a warehouse somewhere on the south side... HUGGING A TIME BOMB!

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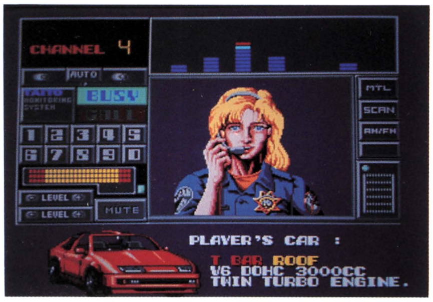
CHANNEL 4
BUSY
MUTE
PLAYER'S CAR :
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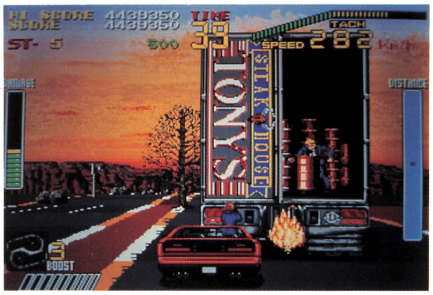
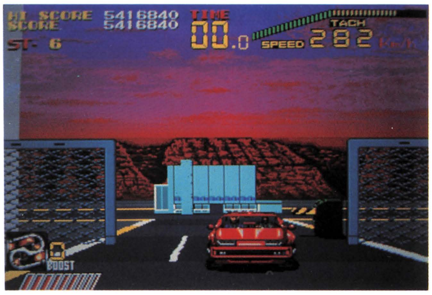
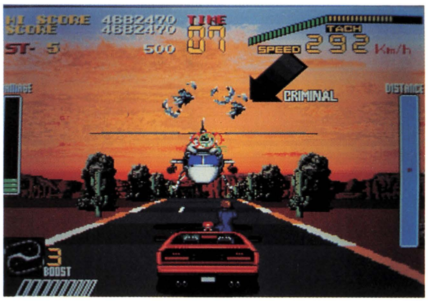
V6 DOHC 3000CC
TWIN TURBO ENGINE.


HI SCORE 4439350
SCORE 4439350
TIME 39
ST- 5
SPEED 282 Km/h
TACH
TONY'S
STEAK HOUSE
BOOST

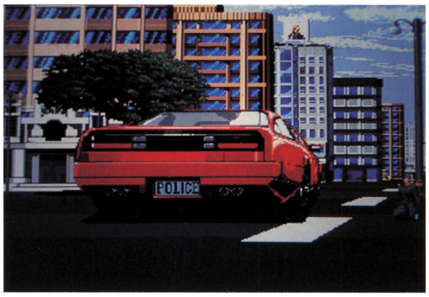
In pursuit of wanted criminals, the player must race against time through city back-roads, country dirt-roads and the winding curves of a mountain side. He must use skill in maneuvering around such dangers as falling rocks, opened bridges and even the crashing of waves onto an ocean-front highway. And a vibrating steering wheel which reacts to these changing road conditions makes it all seem real.

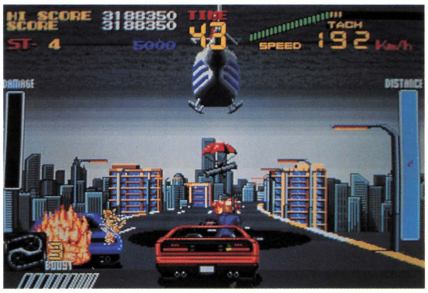

HI SCORE 5416840
SCORE 5416840
TIME 00.0
ST- 6
SPEED 282 Km/h
BOOST

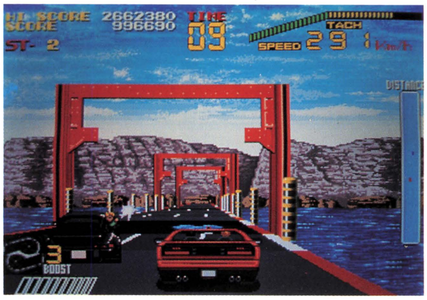

HI SCORE 4882470
SCORE 4882470
TIME 07
ST- 5
SPEED 292 Km/h
CRIMINAL
BOOST

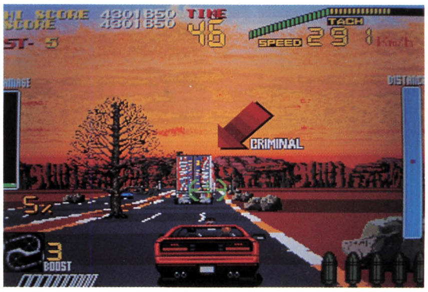
But the pursuit is only part of it. The action heightens as the player spots the criminal's car...and the real chase is on! Not only do the varying road conditions make demands on the player's driving skills, but in the chase, his skillful use of a 44 Magnum is required. With one hand on the wheel and the other on his gun, the player of *S.C.I.* aims his sight toward crime and stands ready for some real action.

And when the action stops, the player can keep it going with Taito's Continue Play Option.




HI SCORE 3188350
SCORE 3188350
TIME 43
ST- 4
SPEED 192 Km/h
BOOST


HI SCORE 2662380
SCORE 996680
TIME 09
ST- 2
SPEED 291 Km/h
BOOST


HI SCORE 4301850
SCORE 4301850
TIME 45
ST- 5
SPEED 291 Km/h
CRIMINAL
BOOST

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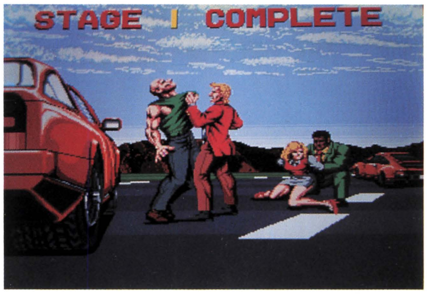
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Fax (312) 520-1309

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Dir. of Engineering: Bernie Sayers
Product Line: background and foreground music/tape systems, audio amplifier, message insertion units

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77 Accord Park Dr.
Norwell, MA 02061
(617)878-7330
(800)554-4325
Telex: 247316
Fax: (617)871-2656
President: Ken Bagley
Product Line: manufacturers of a complete line of health-oriented coin-op equipment, blood pressure, computer, pulse meter, stress monitor, memory challenger

Tecmo, Inc.
18005 South Adria Maru Lane
Carson, CA 90746
(213)329-5880
(800)338-0336
Fax: (213)329-6134
President: Kenichi Nakata
National Sales Manager:
Michael E. Robinson
Chief Engineer: James Santa Cruz
Product Line: amusement video games dedicated and kit form; software programer (Ediputer)

Tekbilt, Inc.
Huntingdon Val. Ind.
3979 Mann Rd.
Huntingdon Valley, PA 19006
(215)322-3232
(800)666-7776
Fax: (215)322-3238
Officer: G. M. ''Buzz'' Bruner
Sales Manager: Ken Smith
Service Manager: John Browne
Product Line: AT5100-TV/Poker game; $1-5-10-20 bill acceptors; Little Black ''Put On'' Device PCB repair, turbo kits

Telco Intercontinental
9812 Whithorn Dr.
Houston, TX 77095
(713)855-2218
(800)678-3526
Telex: 3788039TELCOHOU
Fax: (713)859-8825
Product Line: desk-top coin phones

Tele-Smart, Inc.
4062 Fabian Way
P. O. Box 50036
Palo Alto, CA 94301
(415)494-7606
(800)227-8233
Fax: (415)494-7658
President: John Riddle
Engineering: Krys Boehme
VP/Finance: Carole Schreier
Product Line: coin, credit card, and dollar bill operated payphones; enclosures

Teledial Corporation
841 NW Bond
Suite 7
Bend, OR 97701
(503)389-1206
Product Line: automatic call processors and dialers for alternative operator services; operator assisted service system

Telematic Corp.
7304 S. Alton Way
Englewood, CO 80112
(303)771-9111
Fax: (303)771-3509
Product Line: Coin, coinless, credit, & debit pay phone booths

TKW, Inc.
2517 E. 7th Ave.
P. O. Box 9003
N. St. Paul, MN 55109
(612)770-2808
Vice President: Marilyn Welsch
Product Line: canned beverage vending machines

Toledo California
867 Third St.
Santa Rosa, CA 95404
(707)526-2221
Fax: (707)526-0644
Officer: Larry Howerton
Officer: Harlan Hanson
Product Line: coin-operated scales which vend a weight ticket

Tornado Table Soccer, Inc.
4959 Rendon Rd.
Ft. Worth, TX 76140
(817)483-6646
(817)572-3708
President: C. E. McCloud
Operations Manager: Charles G. Mackintosh
Product Line: Tornado Soccer Table

Bean'

Totalcom
5932 N. NW Hwy.
Chicago, IL 60631
(312)794-1888
Fax: (312)775-5923
Contact: Barry Kitt
Product Line: pay phones

Troy M Enterprises, Inc.
776 Reynoldsburg/New Albany Rd., P.O. Box 216
Blacklick, OH 43004
(614)863-1795
President: Richard Moniz
Secretary: Thomas Weber
Sales Manager: Richard Moniz
Product Line: manufacturer and distributor of Target Bowling game, trade name-Super Ball

Twelve Signs, Inc.
3369 S. Robertson Blvd.
Los Angeles, CA 90034
(213)553-8000
Fax: (213)836-0110
President: Richard W. Housman
Vice President Marketing and Distributing: Steve Davis
Sales Manager: George Grey
Director of Advertising: Michael Fodor
Service Manager: Hanky Kim
Product Line: horoscope scroll vending machines and displays

21st Century Robotics, Inc.
6275 Atlantic Blvd.
Norcross, GA 30071
(404)662-0021
Fax: (404)662-0022
President: Ronald G. Green
Product Line: robots

21st Century Vending, Inc.
E. 11802 Mansfield
Suite #1
Spokane, WA 99206
(509)924-8110
Fax: (509)924-5147
President: Jack Linton
Vice President: Karen Anderson
Product Line: vending machine that dispenses a wide range of personal products which the firm also supplies

U

U. S. Games
1346 Oakbrook Dr.
Suite 110
Norcross, GA 30093
(404)441-2910
(800)HIT-GAME
Fax: (404)446-2211
President: Mike Pace
VP/Marketing: Mike Horan
VP/Operations: Ray Sims
National Sales: Dickie Hanner
National Sales: Doug Connor
Product Line: counter tops (9'',13'') mini uprights, arcade games, lottery games.

U. S. Indoor Golf
220 Bush St.
Suite 660
San Francisco, CA 94104
(415)781-1177
Fax: (415)781-6469
Contact: Irv Bookspan
Product Line: Putt Master golf game

U-Seal-It Co.
1739 W. 132nd St.
Rear
Gardena, CA 90249
(213)532-5321
Fax: (213)532-6543
President: Aaron Lieberman

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U.S. GAMES

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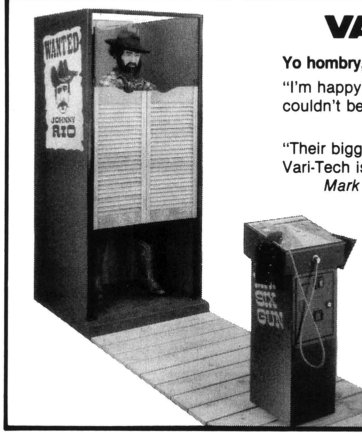
51 Progress St.
P. O. Box 37
Union, NJ 07083
(201)686-7030
(800)526-0080
Fax: (201)686-1518
President: J. Roy Morris
Plant General Manager: Alex Macino
Senior Engineer: Bob Carr
Sales Manager: Bob Chapman
Customer Service: Rose Keifrider
Product Line: coin operated pool tables, home pool tables, coin operated amusement games, game cabinet design and manufacturing and assembly

United Amusements
1975 Riverside Dr.
Los Angeles, CA 90039
(213)664-1335
(800)722-8258
Fax: (213)664-0518
President: John Hibbs
Sales Manager: Bill Engram
Product Line: UATA video games, new and used conversion kits

United Artists Theatre Amusements
5005 Calle San Rafael
Suite B-5
Palm Springs, CA 92264
(619)322-4422
Telex: 62941141
Fax: (619)323-9769
President: Jon Daugherty
Product Line: video conversion kit and exclusive importation rights for the new pinball game "Motor Show"

U.S.A. Games
7046 Sophia St.
Van Nuys, CA 91406
(818)904-0975
(800)542-4263
Fax: (818)904-3448
VP/Sales Manager: Sam Franklin
Product Line: conversion kits; Hell Fire 2 player interaction horizontal monitor; developer Toaplan Co. Space Shooting Game licensed from Taito America

USA Pharmaceutical, Inc.
55 Jewelers Park Dr.
Neenah, WI 54956
(414)727-5500
(800)426-4448
Fax: (414)727-5515
Advertising: Bill Gunderson
Product Line: wall mountable personal care products dispensing machine (6 different items) featuring LED display, electronic coin mechanisms and escrow; Model: Designer Classic 2000



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USI Corp.
8040 University Blvd.
Des Moines, IA 50305
(515)277-5397
(800)247-8709
Fax: (515)274-0390
President: David Forlenza
Vice President/Sales: Jack Kellam
Product Line: full line of vending machines

V

Val Enterprises
1434 West Belt North
Suite 120
Houston, TX 77043
(713)496-2900
Officer: Val Janakiev
Product Line: Stress Test Machine, Test your Memory, Love Analyzer, Physical Fitness, Fortune Teller Tarot Card Reader, Weighing Scale, Love Fever, Kiss O Meter

Valley Recreation Products, Inc.
333 Morton St.
Bay City, MI 48706
(517)892-4536
Telex: 234218
(800)248-2837 (Sales)
President: Charles Milhem
VP/Marketing: Alan Schafer
Sales Director: Emil Marcet
VP/Manufacturing: Richard Shelton
Purchasing Director: Donald Kreil
League Consultant: William Nemgar
Dir/Internal Op: James Griffiths
Engineering: Ed Miguel
Service Manager: Bob Corrigan
Field Promotions: Dave Kristal
Customer Service: Melody Sutkowi
Product Line; coin-op pool and bumper pool tables, electronic darts, one and two piece cues

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Vari-Tech Co.
4520 Spartan Industrial Dr. SW
Grandville, MI 49418
(616)538-4088
(800)245-2737
Fax: (616)538-1281
Officers: Bob Wass
General Manager: Phil Hilliker
Operations Manager: Mark Kane
Engineering Manager: Joel Beezhold
Sales Manager: Reggie Moutris
Product Line: novelty games, golf games, basketball games

Vend-Rite Mfg.
2517 W. Armitage
Chicago, IL 60647
(312)772-6700
(800)777-1802
President: John Flynn
Vice President: Vince Hansen
Sales/Marketing: Robert J. Tennes
Product Line: coin-op vending machines

Vending Investments
6822 22nd Ave. N
Suite 400
St. Petersburg, FL 33710
(800)780-4411
Product Line: Wishing Wells

The Vendo Co.
7209 N. Ingram
Fresno, CA 93650
(209)439-1770
(800)344-7216
Fax: (209)439-2083
President: Joe R. Town
Senior VP: William W. Astin
Director/Sales: Galen Corson
Product Line: can and bottle vending machines; parts, supplies and accessories

Versa Vend, Inc.
(see 21st Century Vending, Inc.)

Video Horizons
P. O. Box 5656
Bend, OR 97708
(503)389-7626

President: Tom Hendrix
Product Line: card themed amusement videos

Video Lottery Consultants
2311 South 7th
Bozeman, MT 59715
(406)586-8211
Fax: (406)586-8211
President: Larry Lippin
Product Line: video lottery/gaming terminals; consultants

Video Tech
750 E. Tallmadge
Akron, OH 44310
(216)633-3124
Owner: John Grifa
Product Line: basketball game, ticket dispensing machine, video recording booths

Video Vendor
4235 Main St.
Skokie, IL 60067
(312)345-7700
Officer: Barry Shore
Product Line: Video Vendor tape rental and return machine

Video View International, Inc.
3602 Inland Empire
Suite A-203
Ontario, CA 91764
(714)622-0988
Product Line: video tape rental machine (credit card-activated)

Videobox Networks
944 Park Ave.
New York, NY 10028
(212)288-3190
Fax: (212)288-7260
Product Line: video jukeboxes

Viking Manufacturing
12559 Holiday Dr.
Alsip, IL 60658
(312)396-1075
Fax: (312)396-1834
President: James McClelland
Vice President: William Caldwell
Product Line: Casino Classic card game with Olympiad and Trivia conversion; Model 1000 video conversion Delta system; Viking payphone

Visco Games
22301 S. Western Ave.
Torrance, CA 90501
(312)792-1630
Fax: (312)792-1559
Contact: Rene Lopez
Product Line: video arcade amusment devices

W

Wedges/Ledges of California
123 International
Boardwalk
Redondo Beach, CA 90277
(213)374-9982
Fax: (213)374-2387
President: Steve Shoemaker
National Sales Manager: Georgia Boulie
Technician: Andy Phillips
Production Manager: Christie Partyka
Product Line: coin-operated prize redemption games including Wedges/Ledges table and wall unit, Challenger Crane

Weight Check, Inc.
1350 W. Shure Dr.
Arlington Heights, IL 60004
(312)253-2981
(800)433-9634
Telex: 297113WEIGHT UR
Fax: (312)253-6088
President: Daniel Slater
Sales and Marketing Manager:
Thomas Hertel
Director of Technical Services:
Paul Gade
Office Manager: Diane Anderson
Product Line: coin operated, ticket printing weight scale that also provides fitness, calorie, and diet planning data

Williams Electronic Games, Inc.
3401 N. California Ave.
Chicago, IL 60618
(312)267-2240
Telex: 253095
Fax: (312)267-8435
Chairman/CEO/President: Louis J. Nicastro
VP/General Manager: Kenneth Fedesna
VP/Finance: Patrick Delahanty
VP/Manufacturing: John Straebel
VP/Sales: Marty Glazman
Sales Manager: Lesley Ross
VP/Business Development: Lawrence Kesselman
VP/Material Management/Purchasing: Russell Landsberger
VP/Engineering: Wally Smolucha
Marketing Director: Roger C. Sharpe
Technical Serv. Manager: Tom Cahill
Cust. Serv. Mgr./Parts: Linda Schooley
Product Line: pinball machines, video machines, shuffle alleys

Windy Balloon Corp.
106 W. Gardena Blvd.
Gardena, CA 90248
(213)532-5353
(800)421-1980
Fax: (213)532-5328
(800)523-8300 (CA)
President: Robert B. Hartman
Sales: Allen Ruthenback
Product Line: Fanky Malloon balloon vending machines. Sales, parts, supplies, and service

Wittenborg USA, Inc.
4295 F Int'l Blvd.
Norcross, GA 30093
(404)381-1111
(800)654-7065
Fax: (404)381-0070
VP/Sales & Marketing: Dave Mullins
Product Line: food & drink vending machines; microwave ovens & stands

Wurlitzer
(see Deutche Wurlitzer)

Y

Yamate USA Corp.
185 West Main St.
Dudley, MA 01570
(508)949-3595
Fax: (508)943-1394
Product Line: video poker kits

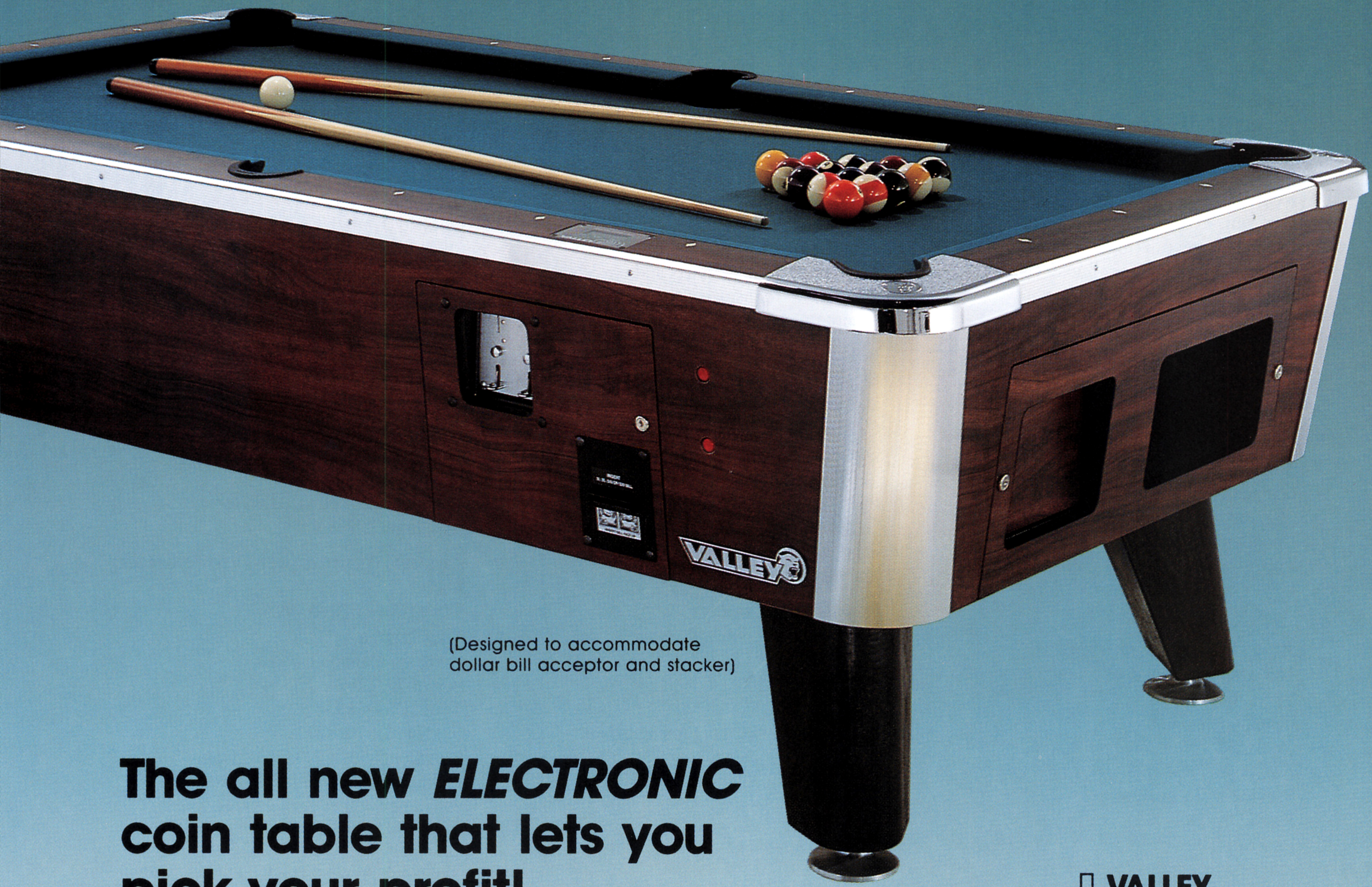
Yankee Game Technology
2122 N. Western Ave.
Chicago, IL 60647
(312)276-5005
Fax: (312)276-9752
Product Line: Bozo the Clown game, Grudge Match wrestling-themed video kit; Street Basketball game

Z

Zamperla, Inc.
49 Fanny Road
P. O. Box 5545
Parsippany, NJ 07054
(201)334-8133
(800)888-8878
Telex: 642286
Fax: (201)334-6880
President: Alberto Zamperla
General Manager: Carlo Gulielmi
Sales/Marketing Manager: Len Soled
Sales Manager Coin-Op: David Martin
Service: Rene Bernier
Parts: Donna Sankowich
Product Line: kiddie rides and major rides, strength-testing amusement machines and lighting

Zytronics, Inc.
8823 SW 129 Terrace
Miami, FL 33176
(305)251-3775
President: Gerald B. Zaichick
Product Line: sex analyst, weight and fortune, electronic horoscope, electronic palm reader, electronic handwriting analysis, colorscope, sprint ''40''

LEOPARD



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Fax:61-9-3283446
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Import/Export Dir: R.G. Cochrane
Representing: Bally, Data East, Capcom, Ensco, Jaleco, Konami, Leland, Namco, Nintendo, Rock Ola, Sega, SNK, Taito, Technos, Tecmo, Williams

Canada

Micro Vision Entertainment
Box 1211
Saskatoon, SK
Canada S7K 3N2
(306)664-2099
President: Devron Gibbon
Representing: Plateau Cabinets, USA Games, Games in Motion

Amusement Machine Dist.
123 Manville Road #8
Scarsboro, Ontario
Canada M1L 4J8
(416)288-1276
Fax:(416)755-5678
President: John Keimel
Sales Director: William Burger
Product Line: exclusive N. American manufacturer reps for Elektro-Mobiltechnik kiddie rides

Astrovision
145 Bentley, Unit 9
Nepean, Ontario
Canada K2E 6T7
(613)226-7515
President: Fred McAleer
Vice President: Monica McAleer
Production Manager: Stephen McAleer
Product Line: coin-op Astro Scale, reminiscent of the old penny scale; Astro Memory Game; Mood Analyzer; Lotto-Love; Love Doctor

Cardball International Limited
5451 Trunk Road
Delta, B.C.
Canada V4K 1W6
(604)946-7644
Fax:(604)946-5618
President: Mike Garret
Product Line: pool tables; electronic scoreboards

Juke Rock Systems
Unit A 269
171 Rink St.
Peterborough, Ontari
Canada
(705)748-9420
Fax:(705) 749-1614
Peterborough, Ontario K9J 2J6
Product Line: compact disk jukebox

Machine-O-Matic Ltd.
51 Bertrand Ave.
Scarborough
Ontario, Canada M1L 4P3
(416)750-4900
Fax:416-750-4902
Product Line: peanut, gum & candy vending machines; parts and chromed stands; 26'' capsule vendors to accept up to 2 1/4'' diameter capsules. Hold 180-240 capsules

Mr. Crispy's Limited
89 Courtland Avenue
Concord
Ontario, Canada L4K 3T4
(416)660-7292
Fax:416-660-7614
General Manager: Flavelle Barrett
Product Line: french fry vending machines

Nova Industries
2075 23rd Aveneu
Lachine, Quebec
Canada H8T 1X2
(514)636-4836
Product Line: video game cabinets

Nova Pro Amusements, Inc.
290 Heriot
Drummondville
Quebec, Canada J2B 1A7
(819)474-6763
Fax:(819) 474-4747
Product Line: coin-operated poker PC board machine for amusement only; original and exclusive software programs; large data memory

P. V. A. Inc.
7101 Trans-Canada Hwy.
St. Laurent, Quebec
Canada H4T 1A2
(514)336-5050
Fax:(514)332-1739
President: Gaetan Laniel
Controller: Jean Nadon
Mktg. Director: Jean-Marc Laniel
Product line: cabinet makers

Poara Enterprises Ltd.
259 Edgeley Blvd.
11 & 12 Concord
Ontario, Canada L4K 3Y5
Canada
(416)660-1107
Telex:06-964875
Fax:(416)660-1140
Contact: Yong Park
Product Line: conversion kits

Quality Manufacturing Co., Ltd.
13334 64th Avenue
Surrey, B.C.
Canada V3W 1X9
(604)594-4274
Product Line: random number selector generating lucky lotto numbers

Talking Vendor Co.
P. O. Box 326
Chatham
Ontario, Canada N7M 5K4
(519)351-2181
Fax:(519)351-7304
Sales Manager: Ken McPhail
Product Line: makers of talking bulk vending machines

Ultra-Water Vending Ltd.
1373 Winnepeg St.
Regina, Saskatchewan
Canada S4R 1K2
(306)352-3817
Product Line: purified water vending machine

Alcohol Countermeasure Systems, Inc.
975 Midway Blvd.,#14
Mississauga
Ontario, Canada L5T1X1
(416)670-2288
Telex:069-68538
Fax:(416)670-8211
President: Felix J. E. Comeau
Product Line: alcohol breath tester coin-operated & personal alcohol testers.

England

Crown Scale Ltd.
Mount St./Stapleford, Nottingham
England NG8 9AW
Telex:37605 COMIND G
Phone:(0602)-394868
Fax:(0602)490287
Managing Director: Freddy Bailey

France

HCL France
11 rue Bailly
92200 Neuilly Sur Seine
France
Phone: 46.40.10.80

Telex: FORTUNE 61257GF
Product Line: Wheel of Fortune game based on Tarot cards

Holland

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Telex:24392
Fax:31-10-4779481
Phone: 31-10-4766399
Contact: Robert van Enkhijzen

Japan

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2-19-7 Yohga
Setagaya-ku
Tokyo 158 Japan
Telex:JALECO J27891
Fax:(03)708-4822
President: Y. Kanazawa
Overseas Dept. Director: H. Saisusa

Namco Limited
2-8-5 Tamagawa
OTA-KU
Tokyo, 146 Japan
(03)756-2311
Telex:2468521MANINT J
President: Masaya Nakamura
Director of Overseas Division: Tadashi Manabe
Product Line: hardware and software for amusement game machines

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19-18 Jingu-Mae, 6-chome
Shibuya-ku, Tokyo 150 Japan
(03)486-2891
Telex:242-2266SIGMA J
Fax:3-486-2890
President: K. Manabe
Managing Director: T. Onodera

Mexico

Sonata Corp.
P. O. Box 22036
Mexico City, D.F., 14610
Mexico
(905)573-2413
Product Line: nostalgia jukebox

South Africa

Lewlesal Pty. Ltd.
21 End St.
Lakeview
Johannesburg 2091
South Africa
(011)493-6246
Telex:4-85915 SA
Fax:(011)493-2568
Man. Director: G. Kuper
Sales Manager: T. Correia
Service Manager: A. Kolobai
Telegraphic Address: Coinslot, South Africa

Germany

Elektro-Mobiltechnik GMBK
Gewerbegebiet
D-5419 Raubach/Dierdorf
West Germany
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Telex: 869961 emt-d
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American Games	WA
American Vending Sales	IL
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Arjay Export Co., Inc.	MA
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Atlas Distributors Company	PA
Atlas Distributing , Inc.	IL
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Barbin Novelty Co., Inc.	LA
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L. M. Becker & Co., Inc.	WI
R. H. Belam Co., Inc.	NY
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Betson/Advance Distributing	NY
Betson Enterprises	CT
Betson Enterprises	NJ
Betson Enterprises	NY
Betson Pacific Dist.	CA
Betson Pacific Dist.	AZ
Betson Pacific Dist.	CA
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Bilotta Enterprises	NY
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Birmingham Vending Co.	FL
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Brady Distributing	NC
Brady Distributing	TN
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Century Vending & Distributing	CA
Chermak Vending & Distributing	FL
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Cleveland Coin Machine Exchange	MI
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Coastal Amusement Distributors	NJ
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Coin Machine Corporation of America	IL
Coin O Rama Amusements	PR
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D & L Distributing Co., Inc.	PA
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Derrick's Music Co.	WV
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Gekay Sales & Service	MA
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General Coin	WA
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Greater Southern Dist.	GA
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J & J Distributors, Inc.	IN
J & J Enterprises	WI
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Jack's Amusement Co.	TX
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Kemco	OK
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Mountain Coin Machine Dist.	IA
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Music & Games, Inc.	NC
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Peach State Dist. Co.	GA
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Dennis Rhodes Enterprises, Inc.	MS
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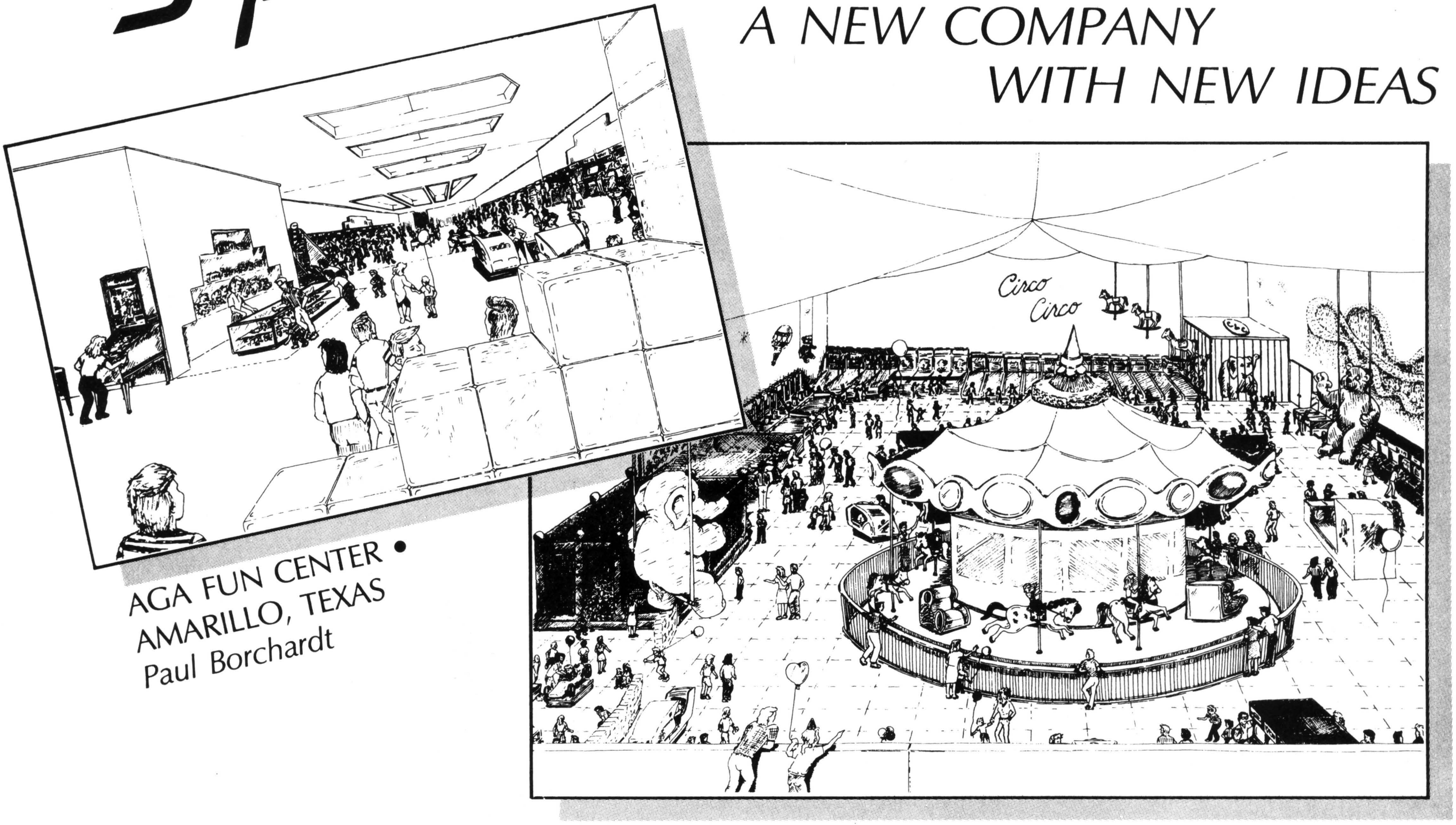

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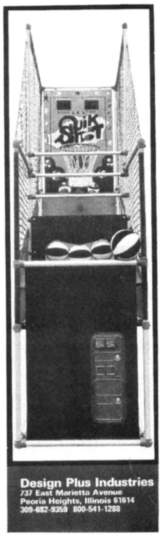

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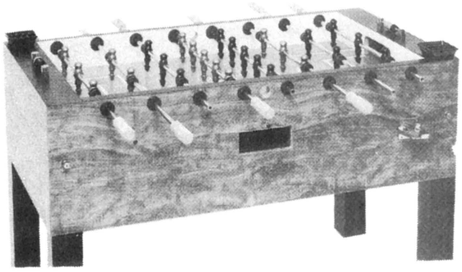

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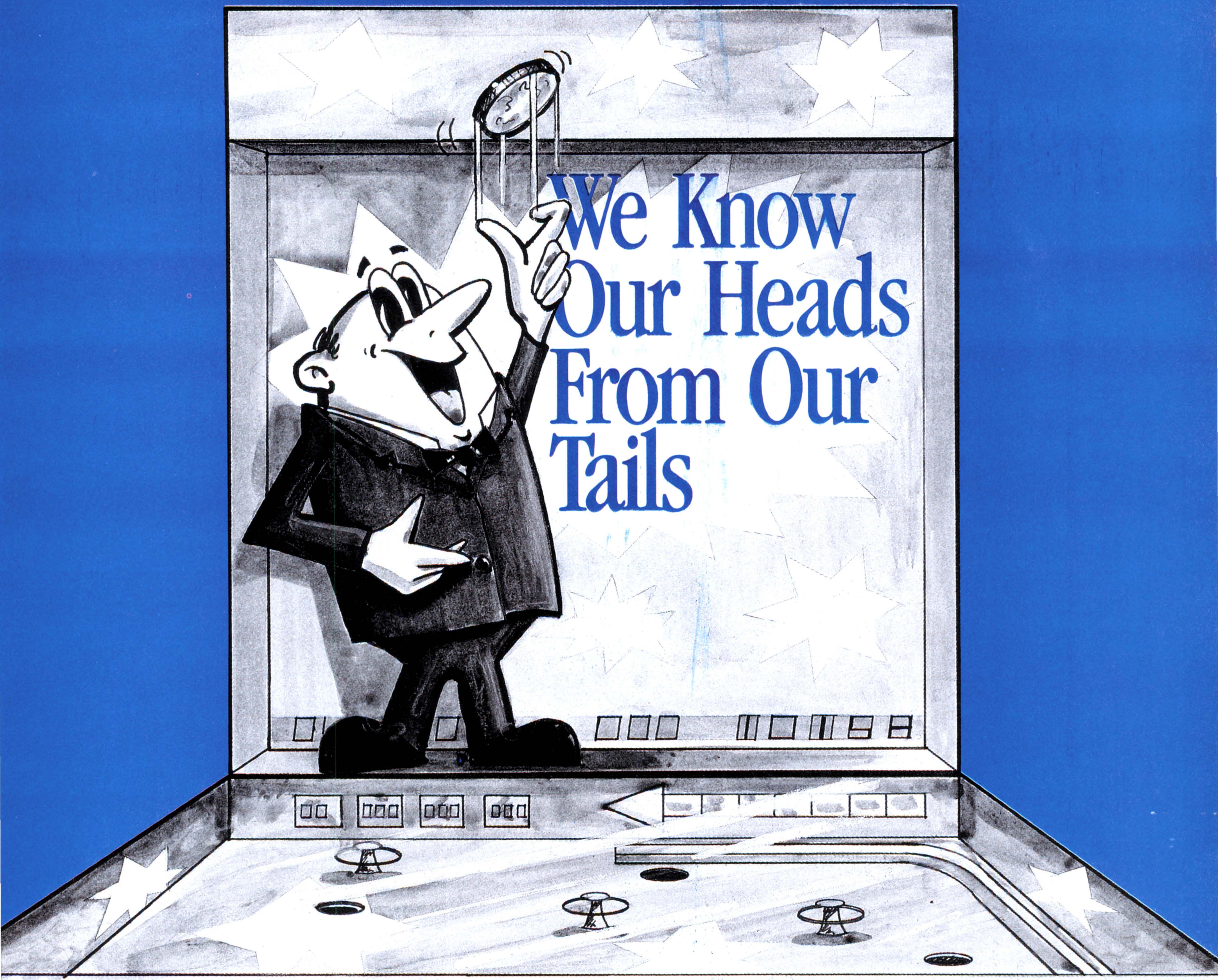
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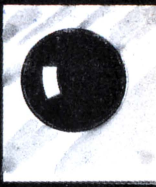

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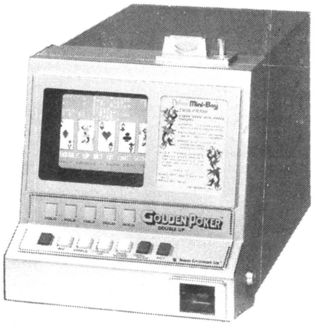

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Jukebox Clinic: Rockola • *Speaker:* Shuja Haque

Pinball Clinic: Williams Electronics Games • *Speaker:* Tom Cahill

5:00-7:00 pm
Management Session: Location Profit Analysis
Speaker: Charles Ross

General Session: How To Shop For Insurance
Speaker: Frank Seninsky

Friday, March 9

8:00-11:00 am
Technical Session: Monitors • *Speaker:* Randy Fromm

8:00-10:00 am
Management Session: Evaluating Your Business: How To Identify Your Company's Strengths, Weaknesses, Opportunities & Threats • *Speaker:* H. Richard Priesmeyer, PhD.

Jukebox Clinic: NSM-Loewen • *Speaker:* Rus Strahan

Pinball Clinic: Data East • *Speaker:* Pete Gustafson

9:00-11:00 am
General Session: Cabinets • *Speaker:* Todd Erickson

General Session: How To Get The Most Out Of Your Employees • *Speaker:* Frank Seninsky

3:00-5:00 pm
Manufacturers Firing Line — Free Admission

Saturday, March 10

8:00-11:00 am
Technical Session: Conversions • *Speaker:* Randy Fromm

8:00-10:00 am
Jukebox Clinic: Rowe • *Speaker:* Joel Friedman

Pinball Clinic: Premier • *Speaker:* Bob Wilson

9:00-11:00 am
Management Session: So You Want To Impress Your Banker?
Speaker: Charles Ross

General Session: Making Money With Video
Speaker: Todd Erickson

2:00-4:00 pm
Management Session: Performance Management: How To Plan (And Achieve) In Your Business
Speaker: H. Richard Priesmeyer, PhD.

General Session: Troubleshooting Techniques To Save You Time & Money • *Speaker:* Gary Huff

5:00-7:00 pm
Jukebox Clinic: Seeburg • *Speaker:* Joe Pankus

Pinball Clinic: Midway Mfg. Co.-Bally Pinball
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Sunday, March 11

8:30-9:45 am
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☐ So You Want To Impress Your Banker?
☐ Performance Management...

TECHNICAL SERIES — Attend three (3) for $75 or $30 each
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GENERAL SESSIONS — Attend three (3) for $50 or $20 each
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☐ Cabinets
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Fax:(314)542-9537
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Office Manager: Robin Apple
Service Dept: Steve David, Steve Schoenberg, and Ken Holthaus
Parts Manager: Fred Winkleman
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Secretary/Treasurer: Kay Phillips
Representing: Premier, Valley

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Missoula, MT 59801
(406)728-0034
Fax:(406)549-0688
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Video Gaming Northwest
157 Wedgewood Ln.
Helena, MT 59601
(406)442-5752
Manager: Mike DeSilva
Representing: (same as above)

Video Gaming Northwest
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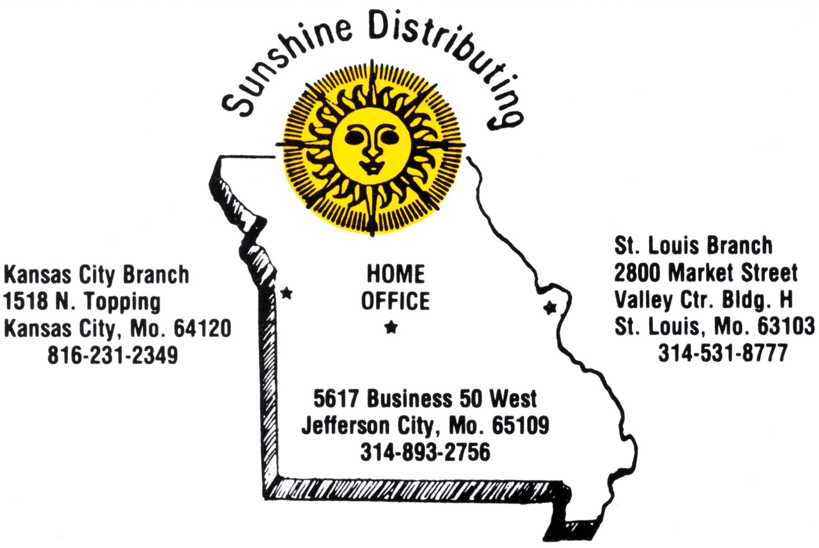
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Sales Representative: Brad Scott
Service Manager: Gerald Waldeck
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Game Salesmen: Joe Betson & Tom Faranda
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Svc.Mgr. Msc.&Vend:Frank Pecoraro
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Fax:(201)363-6329
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Vice President: John Passiatore
Sales/Route Mgr: Victor J. Conte
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Parts: Larry Ertner
Office Manager: Jack Passiatore
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Exidy, Gamemasters, Grayhound,
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Premier, Rock-Ola vending, Romstar,
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Skee-Ball, Taito, USI, Valley,
Williams, Wittenborg, Zamperla

Cleveland Coin Machine Exchange
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Hillard, OH 43026
(614)771-5901
(800)767-7779
Fax:(614)771-0103
Manager: Bill Darnell
Sales: Jack Alban
Vending Sales: Ted Gray
Representing: same as Cleveland
office

The Game Exchange
P. O. Box 09598
Columbus, OH 43209
(614)258-2933
Fax:(614)258-2940
(800)848-0110 (US)
(800)848-1514 (OH)
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Sales Manager: Susan Titter
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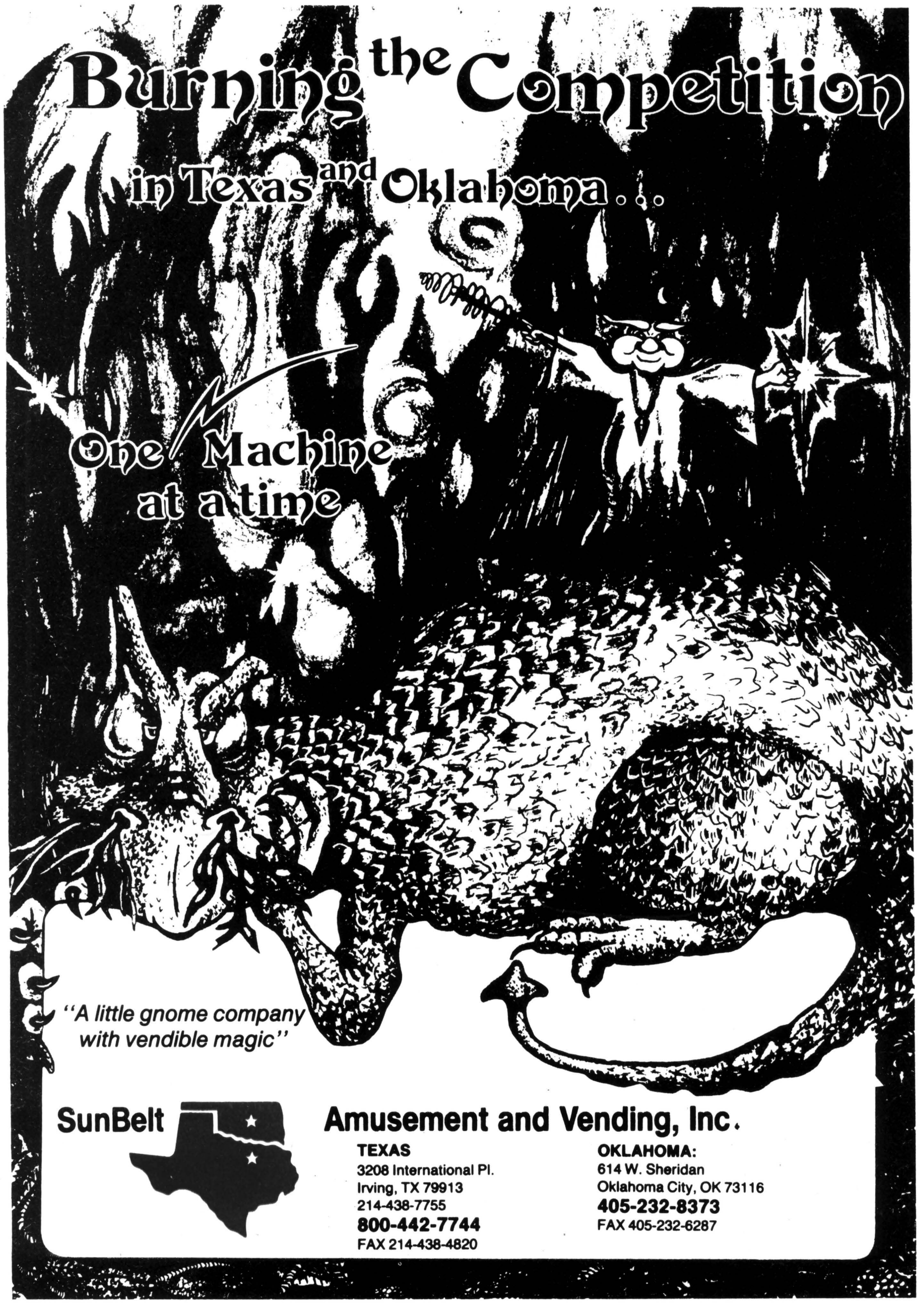

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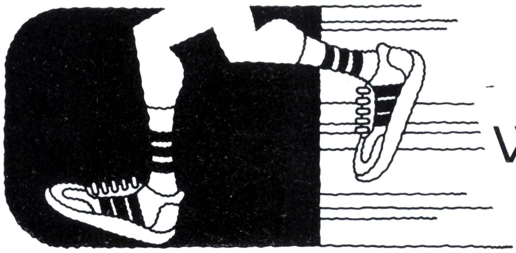

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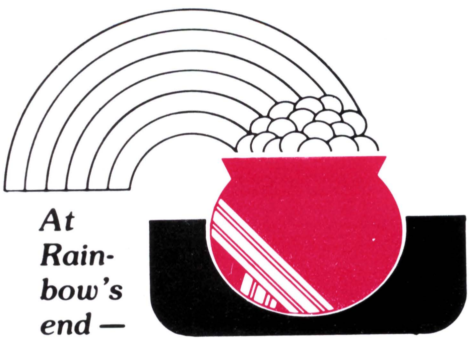

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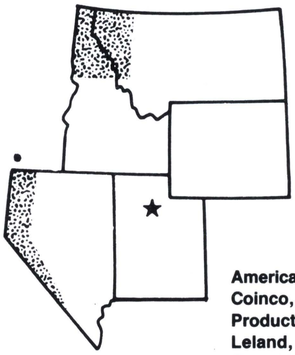

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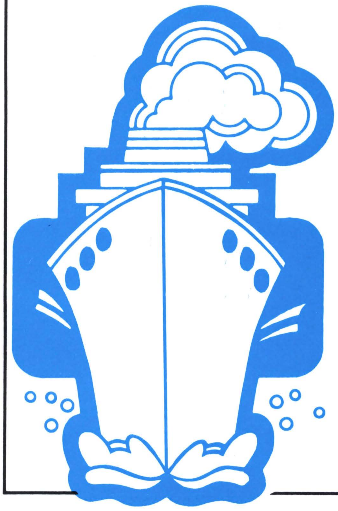

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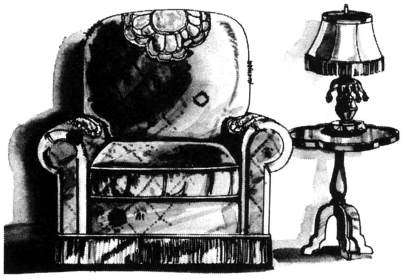

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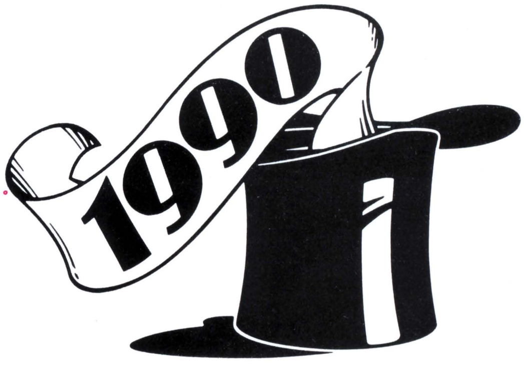

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September 15 — Columbus, OH
October 20 — Indianapolis, IN
December 1 — Columbus, OH
December 8 — Indianapolis, IN

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(312)228-1810
(800)323-8174
Fax: (312)228-1833
President: Richard H. Currie
Sales Manager: Michael K. Meisinger
Product Line: manufactures a complete selection of video coin doors, pinball coin doors, and front plate mounted coin validators for amusement and skill games; the company features mechanical and electronic validators for U.S. coinage and most foreign coinage; also offered are magnetic stripe card readers and payout hoppers; most orders can be shipped next day and all products are manufactured to zero defect quality standard

Coin Mechanisms, Inc.
817 Industrial Ave.
Elmhurst, IL 60126
(312)279-9150
(800)323-6498
Telex: 754415
Fax: (312)279-9154
Product Line: coin and token mechanisms, faceplates, timers, door systems, and the patented electronic coin comparitor

Cummins-Allison Corp.
891 Feehanville Dr.
Mt. Prospect, IL 60056
(708)299-9550
(800)621-5528
Telex: 910 687 1077
Fax: (708)299-4939
President: Joseph Thomas
Vice President Sales: Cliff Mearkue
Service Manager: John Weggesser
Product Line: all types and sizes of coin and currency counting/sorting products, systems and supplies; Cummins products are sold and serviced exclusively through 50+ company-owned and operated offices nationwide

Delmac Industries
1107 Mystic Ct.
Carol Stream, IL 60188
(312)773-4505
President: Wendell McAdams
Vice President: Judy Reed
Product Line: coin handling equipment; contract manufacturing; game design

ESD
1401 Dreshertown Rd.
Dresher, PA 19025
(215)628-0860
(800)523-1510
Fax:(215)643-4623
VP/Sales: Earl Romine
Product Line: coin slides, money boxes, cam locks, padlocks

Great Amusement Machine Empire
Rt. 1, Box 212
Sparta, TN 38583
(800)251-3032
Telex: 910 250 0525
Fax: (615)738-3032
Owner: Marvin Rose
Product Line: distributor for Happ Controls, Coin Mechanisms, Coinco; new and used coin machine parts

Greenwald Industries
1340 Metropolitan Ave.
Brooklyn, NY 11237
(718)821-9000
(800)221-0982
Telex: 1-2281
Fax: (718)417-7412
Product Line: coin accepting equipment, timing devices, coin slides

Hamilton Scale Corp.
3350 Secor Rd.
Toledo, OH 43606
(419)535-7667
Fax: (419)535-0345
Product Line: token vendors, bill changers, and bill validators with $1, $5, $10, $20 capabilities

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Suite 1
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(713)692-7021
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Fax: (913)493-4957
Product Line: coin validating equipment (Contin-U-Op, Model 520) to upgrade existing coin acceptors to a cradleless system and the Deeper Chute ACMR conversion to upgrade ACMR in National 222 and 800 cigarette machines; the enlarged escrow system for all coin denomination for National 222's and 800's

International Totalizing Systems
1244 Chestnut St.
Newton Upper Falls, MA 02164
(617)332-4400
Fax: (617)332-1565
Product Line: electronic collection totalizing module for vending and amusements

K-Scale
21629 N. 14th Ave.
Phoenix, AZ 85027
(602)582-6386
Fax: (602)780-2062
President: George Mahon
National Sales Manager: Bill Foster
Produce Line: manufacturer of coin and currency counting scales

Klopp Coin Counters
225 Dunbar Ct.
Oldsmar, FL 34677
(813)855-6789
Dir. of Marketing: Anita Rybicki
Product Line: coin sorters and counters; U.S. made manual and electric wrappers/baggers

Lynde-Ordway Co.
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Santa Ana, CA 92704
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(800)762-7057 (outside)
Product Line: dollar bill coin/token changers, currency counters. Coin counters, sorters, totalizers, and wrappers

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(800)243-2624
Fax: (203)349-1257
Product Line: sell and service a full line of coin and currency handling equipment; cash management systems

Magner Corp.
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Anaheim, CA 92807
(714)524-2800
(800)356-6012
Fax: (714)961-1089
Product Line: sell and service a full line of coin and currency handling machines; cash settlement systems

Mars Electronics
1301 Wilson Dr.
West Chester, PA 19380
(215)430-2500
(800)345-8215
Telex: 831-517
Fax: (215)430-2694
Natl Sales Manager: Steve Kinder
Product Line: coin acceptors, bill validators

Micro-Magnetic Industries
4062 Fabian Way
Palo Alto, CA 94303
(415)321-5520
(800)227-8233
Fax: (415)494-7658
President: J.B. Riddle
CP/COO: C.S. Schreier
Purchasing: R. Kelley
Mfg. Manager: Jr Hirata
Product Line: manufactures coin and bill changers

Midwest Electronics
600 N. Main
P. O. Box 45
Ellsworth, IL 61737
(309)724-8395
(800)747-7667
Product Line: bill acceptors

Nadex Industries, Inc.
145 Ontario St.
Buffalo, NY 14207
(716)873-6600
Fax:(716)873-6621
Product Line: coin sorter and packager; Quick Wrap plastic coin wrappers

Northwestern Corp.
922 Armstrong St.
Morris, IL 60450
(815)942-1300
Fax: (815)942-4417
Telex: NORCORP
VP/Sales Manager: W.E. Bolen
Product Line: bulk vending machines, rotary coin mechanisms, stands

Parkway Machine Corporation
1930 Greenspring Dr.
Timonium, MD 21093
(301)252-1020
(800)638-6000
Telex: 4990868
Fax: (301)252-7137
President/Treasurer: Edward Kovens
VP/Secretary: Murray Kovens
Product Line: vending machines, parts, candy nuts, capsules, coin-counting equipment, money weighing scales, latex, stamp machines

Priority Cigarette Service, Inc.
3628 Prospect Ave.
Cleveland, OH 44115
(216)431-4100
Product Line: custom mirrored panels for cigarette vending machines; "The Competitor" coin holder for amusement devices; Wander computerized inventory control system for cigarette vending

Randel Lock Service
87 Rockaway Ave.
Valley Stream, NY 11580
(516)825-6216
Product Line: coin bags, locks, and hardware

Redington Counters, Inc.
130 Addison Rd.
Windsor, CT 06095
(203)688-6205
Fax:(203)688 1591
Product Line: coin counters, hour-meters, meters, and sensors

Roger Williams Mint
79 Walton St.
P. O. Box 1038
Attleboro, MA 02703
(508)226-3310
(800)225-2734
Fax: (508)226-2033
Product Line: tokens, Q-bits, medals, gaming tokens

Rowe-Dallas
3115 Halifax
Dallas, TX 75247
(214)638-4280
Fax: (214)638-3310
Manager: Bill Merrell
Representing: Coinco, Dixie-Narco, Litton microwave, Mars, Rowe vending and bill changers

Rowe International, Inc.
2689 Longate Dr.
Memphis, TN 38132
(901)345-7811
Fax: (901)398-0578
Branch Manager: Jim Geraci
Vending Sales: Reggie Gable and Donnie Burkeen and Jay McLean
Phonograph and Game Sales: Vickie Blackburn
Product Line: full line vending, bill changers, and phonographs

Rowe International, Inc.
75 Troy Hill Rd.
Whippany, NJ 07981
(201)887-0400
Telex: 219052
Fax: (201)887-2851
President: Bruce Cowles
Sr. VP/Sales/Mktg: Jerry Hejtmanek
VP/Dist. Operations: Jerry Gordon
VP/Marketing: Edward Wiler
VP/Music: Joel Friedman
VP/Currency Products: Sanford Murck
Mgr. Mktg. Services: Jerry Maguire
Product Line: video jukeboxes, audio jukeboxes, music systems, full line vending and bill changers

Rowe-Los Angeles
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Los Angeles, CA 90015
(213)747-9326
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Sales: Dan Hammond

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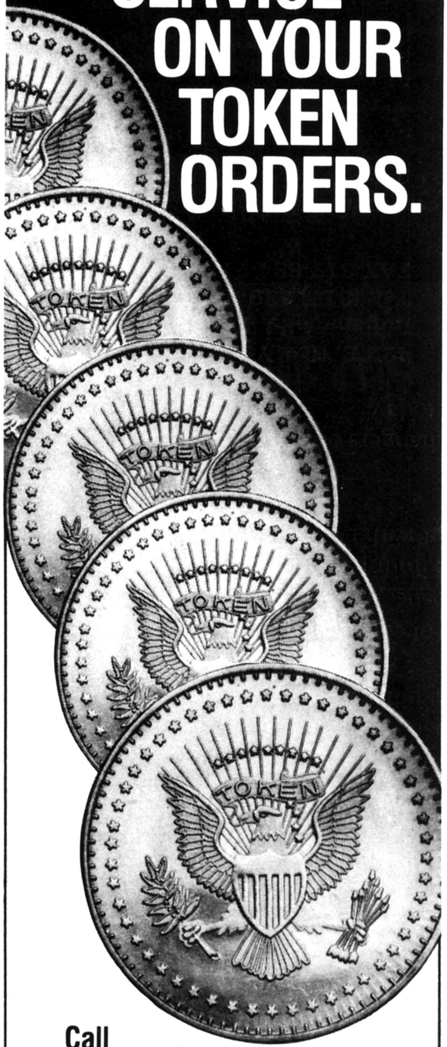

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Sales: Wally Dietrich
Office Manager: Janet Hokama
Sales: Robert Reis
Representing: Rowe vending and bill changers, Dixie-Narco, Litton microwave

Scan Coin, Inc.
201 Elden St.
Herndon, VA 22070
(703)471-6510
(800)336-3311
Fax: (703)481-9369
President: Per Lundin
Sales Manager: Per Lundin
Product Line: coin counters/packagers, coin sorters/packagers, currency counters, coin wrappers

Standard Changemakers
422 E. New York St.
Indianapolis, IN 46202
(317)639-3423
Fax: (317)684-2134
Product Line: $1, $5, $10, $20 bill changers and token dispensers

Technitrol, Inc.
1952 E. Allegheny
Philadelphia, PA 19134
(215) 426-9105
(800) 523-3816
Fax (215)426-2836
Telex: 834235TECHNITROL PHA
General Manager: W.A. Chamberlin
Sales Manager: Sal Balisteri
Service Manager: Sam Zeoloa
Product Line: currency counters with models less than $1,000 (full features — auto-start, batching, etc.), counting endorser meeting Reg. CC requirements

Tekbilt, Inc.
Huntingdon Val. Ind.
3979 Mann Rd.
Huntingdon Valley, PA 19006
(215)322-3232
(800)666-7776
Fax: (215)322-3238
Officer: G. M. "Buzz" Bruner
Sales Manager: Ken Smith
Service Manager: John Browne
Product Line: AT5100-TV/Poker game; $1, $5, $10, $20 bill acceptors; Little Black "Put On" Device, PCB repair, turbo kits

Third Wave Electronics, Co.
4021 N.E. 5th Terrace
Ft. Lauderdale, FL 33334
(305)564-0521
(800)327-9476
Fax: (305)564-1599
Product Line: coin acceptors

Tidel Systems, Inc.
2615 E. Belt Line Rd.
Carrollton, TX 75006
(214)416-8222
(800)678-7577
Product Line: programmable cash management system (TACC Ci-Timed Access Cash Controller "Computer Interface")

Universal Machine Company, Inc.
1512 Osprey
Suite 107
DeSoto, TX 75115
(214)224-3501
Fax: (214)224-6434
TWX 910-861-9182
President: Bob Powers
Vice President: J. D. Walker
Sales Manager: J. D. Walker
Service Manager: J. D. Walker
Product Line: manufacture coin counting, sorting, wrapping and packaging machines; complete line of coin processing machines from the smallest manual to the most complete automatic machine with electronic and audit trail printed readouts

Van Brook of Lexington
P. O. Box 5044
Lexington, KY 40555
(606)231-7100
Fax: (606)231-7108
Product Line: tokens/acceptors, plastic tokens, wooden nickels

Veeder Root Co.
125 Powder Forest Dr.
P. O. Box 2003
Simsbury, CT 06070
(203)651-2700
Telex: 277844 vrootur
Fax: (203)651-2750
Product Line: coin counters and proximity switches

Weigh-Tronix
1000 Armstrong
Fairmont, MN 56031
(507)238-4461
Telex: 756 594
Fax: (507) 238-4195
Contact: John Bush
Product Line: counting scales, industrial scales

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CHEMICALS & CLEANERS

Ames Supply Company
2537 Curtiss St.
Downers Grove, IL 60515
(312)964-2440
(800)942-1596
(800)323-3856 (outside IL)
Product Line: electronic parts and test equipment; cleaning chemicals

Automated Production Equipment
142 Peconic Ave.
Medford, NY 11763
(516)654-1197
Fax: (516)289-4735
Product Line: printed circuit board repair and rework equipment, desoldering tools, circuit repair kits; surface mount installation removal/replacement systems; table top ultrasonic cleaners

Bennington Hart
427-3 Amherst St.
Suite 423
Nashua, NH 03061
(603)886-9554
Fax: (603)886-5958
Product Line: CD Cleaner, CD storage, cassette cleaners, screen cleaners, video accessories, computer accessories

Dow Chemical U.S.A.
2020 Willard H.
Dow Center
Midland, MI 48674
(800) 258-CHEM (Tech Info and Literature)
(800) 232-CHEM (Pricing and Availability)
Product line: cleaning chemicals

Gemini Chemical Co.
810 S. Maumee
Tecumseh, MI 49286
(517)423-7667
Product Line: polish cleaner for pinballs

Nu-Look Products, Inc.
1340 Stirling Rd. #10B
Dania, FL 33004
(305)922-8877
Fax: (305)922-8881
Product Line: maintenance care products for the coin-operated industry

Sprayway, Inc.
484 Vista Ave.
Addison, IL 60101
(708)628-3000
(800)332-9000
Telex: 287805
Fax: (708)543-7797
Product Line: maintenance chemicals

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Wildcat Chemical Co.
3404 S.W. Loop 820
Fort Worth, TX 76133
(817)924-8321
Product Line: full line of amusement and vending chemicals. Featuring #125 playfield cleaner and polisher

COMPUTERS/ HARDWARE & SOFTWARE

Absolute Computer Services
1701 N. Greenville
Suite 804
Richardson, TX 75081
(214)235-4444
Systems Consultant: Satish Tiwari
Product Line: computer software route management systems for operators (Venus 2.0)

Allstar Music, Inc. (The Silent Partner)
3441 South Park
Springfield, IL 62704
(217)793-3350
Fax: (217)793-1842
Product Line: CPU software for operators

Applied Computer Technology, Inc.
4953 Edna Ave.
Las Vegas, NV 89102
(702)368-0230
Fax: On Request Only
President: Jim Takagi
Vice President: Peter Filiberti
Sales Manager: Lonnie Bailey
Service Manager: Stephen Gallegos
Product Line: research and development for manufacturers

Automation Technology Research
4790 Irvine Blvd.
#105-376
Irvine, CA 92720
(714)838-6607
Fax: (714)731-2546
Contact: Rick Grossman
Product Line: Route management software for the IBM PC. (Game•trak).

Brandt, Inc.
1750 Woodhaven Dr.
Bensalem, PA 19021
(215)638-3600
Product Line: coin and currency handling equipment; computerized vending route control management and accounting system

Coin-It Co.
4380 N.W. 72nd Ave.
Miami, FL 33166
(305)593-5111
Fax: (305)594-0617
President: Joel Hochberg
Engineer: Jerry Rogowski
Product Line: software developers, game designers, consumer and commercial

D.B.L. Electronics
P. O. Box 1672
Walterboro, SC 29488
(803)549-5868
Phone:(803)538-8632
Contact: David Gibson or
Bruce Davis
Product Line: SSC Prom programers; security devices for amusement machines

E-Soft Systems
1276 Red Pine Circle
Baxter, MN 56401
(218)829-4743
Product Line: computer software

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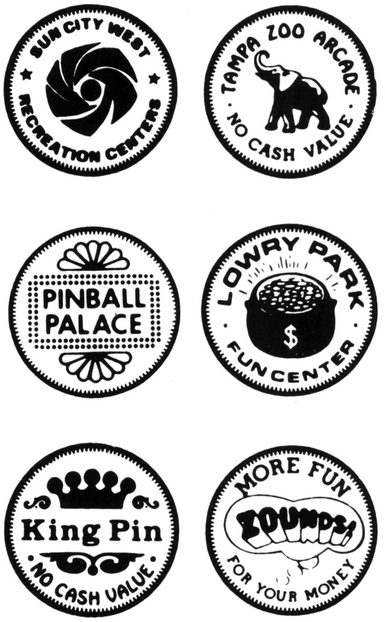
TOKENS



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Bill,

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2. Did you want to put another machine into Zak's Pizza?
3. Should we sell one of our Main Events?
4. Do you want me to pull everything from Video Theatre this week?
5. Does Hilda have my collection reports ready for tomorrow?

Charles

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Here are the details. MS/DOS compatible for popular systems like IBM, Compaq, Tandy, etc. based on 8086, 80286, or 80386 microprocessors. Operating System: MS/DOS (or PC/DOS) 2.0 or higher. Language: Compiled QuickBasic by Microsoft. Memory Requirement: Minimum 256k with two disks or harddisk. Printer Requirements: 132 characters per line capacity in standard or compressed print, continuous paper feed recommended. Equipment Capacity: Limited only by disk storage space. Practical limits are 50 to 5000 pieces of equipment. Disk Format: All orders include both 3-1/2" and 5-1/4" disk formats.

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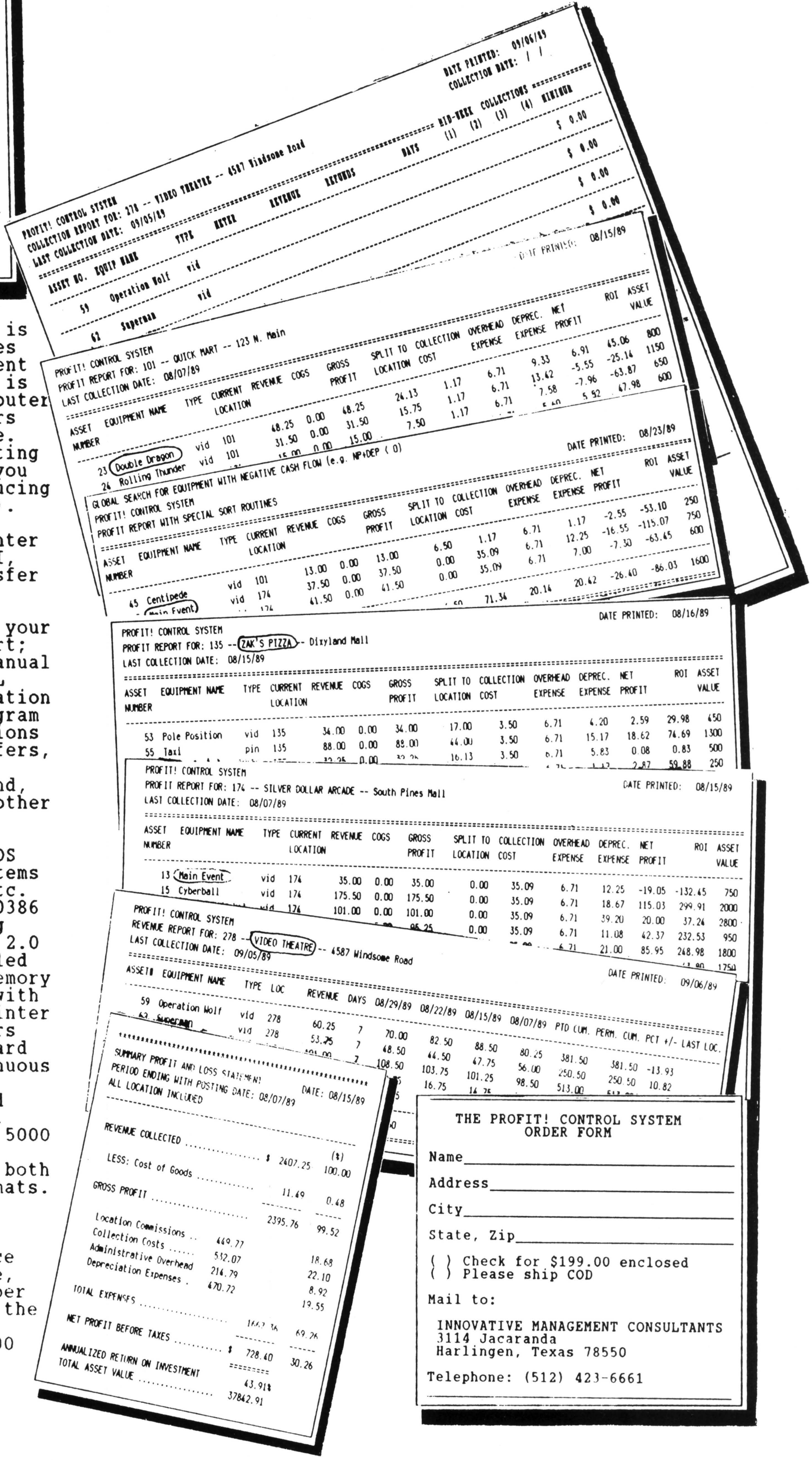

```
PROFIT! CONTROL SYSTEM                                                        DATE PRINTED:  09/06/89
COLLECTION REPORT FOR: 278 -- VIDEO THEATRE -- 4587 Windsome Road             COLLECTION DATE:  / /
LAST COLLECTION DATE:  09/05/89
=========================================================== MID-WEEK COLLECTIONS ============
ASSET NO.  EQUIP NAME      TYPE    METER    REVENUE    REFUNDS    DAYS   (1)  (2)  (3)  (4)  MINIMUM
---------------------------------------------------------------------------------------------------
   59      Operation Wolf  vid                                                              $ 0.00
---------------------------------------------------------------------------------------------------
   62      Superman        vid                                                              $ 0.00
---------------------------------------------------------------------------------------------------
                                                                                            $ 0.00
---------------------------------------------------------------------------------------------------
                                                                                            $ 0.00
```

```
                                                                                       DATE PRINTED:  08/15/89
PROFIT! CONTROL SYSTEM
PROFIT REPORT FOR: 101 -- QUICK MART -- 123 N. Main
LAST COLLECTION DATE:  08/07/89
=================================================================================================================
ASSET  EQUIPMENT NAME    TYPE CURRENT  REVENUE  COGS  GROSS   SPLIT TO  COLLECTION OVERHEAD DEPREC.  NET     ROI    ASSET
NUMBER                        LOCATION              PROFIT  LOCATION  COST       EXPENSE  EXPENSE  PROFIT         VALUE
-----------------------------------------------------------------------------------------------------------------
 23 Double Dragon    vid  101       48.25   0.00   48.25    24.13     1.17       6.71     9.33     6.91    45.06   800
 24 Rolling Thunder  vid  101       31.50   0.00   31.50    15.75     1.17       6.71    13.42    -5.55   -25.14  1150
                                    15.00   0.00   15.00     7.50     1.17       6.71     7.58    -7.96   -63.87   650
                                                                                                   5.52    47.98   600
```

```
                                                                                       DATE PRINTED:  08/23/89
GLOBAL SEARCH FOR EQUIPMENT WITH NEGATIVE CASH FLOW (e.g. NP+DEP ( 0)
PROFIT! CONTROL SYSTEM
PROFIT REPORT WITH SPECIAL SORT ROUTINES
=================================================================================================================
ASSET  EQUIPMENT NAME    TYPE CURRENT  REVENUE  COGS  GROSS   SPLIT TO  COLLECTION OVERHEAD DEPREC.  NET     ROI    ASSET
NUMBER                        LOCATION              PROFIT  LOCATION  COST       EXPENSE  EXPENSE  PROFIT         VALUE
-----------------------------------------------------------------------------------------------------------------
 45 Centipede        vid  101       13.00   0.00   13.00     6.50     1.17       6.71     1.17    -2.55   -53.10   250
    Main Event       vid  174       37.50   0.00   37.50     0.00    35.09       6.71    12.25   -16.55  -115.07   750
                          174       41.50   0.00   41.50     0.00    35.09       6.71     7.00    -7.30   -63.65   600
                                                                      71.34      20.14    20.62   -26.40   -86.03  1600
```

```
                                                                                       DATE PRINTED:  08/16/89
PROFIT! CONTROL SYSTEM
PROFIT REPORT FOR: 135 -- ZAK'S PIZZA -- Dixyland Mall
LAST COLLECTION DATE:  08/15/89
=================================================================================================================
ASSET  EQUIPMENT NAME    TYPE CURRENT  REVENUE  COGS  GROSS   SPLIT TO  COLLECTION OVERHEAD DEPREC.  NET     ROI    ASSET
NUMBER                        LOCATION              PROFIT  LOCATION  COST       EXPENSE  EXPENSE  PROFIT         VALUE
-----------------------------------------------------------------------------------------------------------------
 53 Pole Position    vid  135       34.00   0.00   34.00    17.00     3.50       6.71     4.20     2.59    29.98   450
 55 Taxi             pin  135       88.00   0.00   88.00    44.00     3.50       6.71    15.17    18.62    74.69  1300
                                            0.00            16.13     3.50       6.71     5.83     0.08     0.83   500
                                                                                                   2.87    59.88   250
```

```
PROFIT! CONTROL SYSTEM
PROFIT REPORT FOR: 174 -- SILVER DOLLAR ARCADE -- South Pines Mall                     DATE PRINTED:  08/15/89
LAST COLLECTION DATE:  08/07/89
=================================================================================================================
ASSET  EQUIPMENT NAME    TYPE CURRENT  REVENUE  COGS  GROSS   SPLIT TO  COLLECTION OVERHEAD DEPREC.  NET     ROI    ASSET
NUMBER                        LOCATION              PROFIT  LOCATION  COST       EXPENSE  EXPENSE  PROFIT         VALUE
-----------------------------------------------------------------------------------------------------------------
 13 Main Event       vid  174       35.00   0.00   35.00     0.00    35.09       6.71    12.25   -19.05  -132.45   750
 15 Cyberball        vid  174      175.50   0.00  175.50     0.00    35.09       6.71    18.67   115.03   299.91  2000
                     vid  174      101.00   0.00  101.00     0.00    35.09       6.71    39.20    20.00    37.24  2800
                                                   95.25     0.00    35.09       6.71    11.08    42.37   232.53   950
                                                                                 6.71    21.00    85.95   248.98  1800
                                                                                                                  1750
```

```
PROFIT! CONTROL SYSTEM
REVENUE REPORT FOR: 278 -- VIDEO THEATRE -- 4587 Windsome Road
LAST COLLECTION DATE:  09/05/89                                                  DATE PRINTED:  09/06/89
=================================================================================================================
ASSET# EQUIPMENT NAME   TYPE LOC  REVENUE DAYS 08/29/89 08/22/89 08/15/89 08/07/89 PTD CUM. PERM. CUM. PCT +/- LAST LOC.
-----------------------------------------------------------------------------------------------------------------
 59 Operation Wolf     vid  278    60.25   7    70.00    82.50    88.50    80.25    381.50    381.50    -13.93
 62 Superman           vid  278    53.75   7    48.50    44.50    47.75    56.00    250.50    250.50     10.82
                                           7   108.50   103.75   101.25    98.50    513.00
                                                         16.75
```

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*****************************************************************
SUMMARY PROFIT AND LOSS STATEMENT
PERIOD ENDING WITH POSTING DATE: 08/07/89          DATE: 08/15/89
ALL LOCATION INCLUDED
-----------------------------------------------------------------

REVENUE COLLECTED ................ $  2407.25       (%)
                                                  100.00
LESS: Cost of Goods ............         11.49
                                                    0.48
GROSS PROFIT .....................   ---------     ------
                                       2395.76     99.52
  Location Commissions ..   449.77
  Collection Costs ......   532.07                 18.68
  Administrative Overhead   214.79                 22.10
  Depreciation Expenses .   470.72                  8.92
TOTAL EXPENSES ...................                 19.55
                                       1667.36
NET PROFIT BEFORE TAXES ..........   ---------     69.26
                                   $    728.40     ------
ANNUALIZED RETURN ON INVESTMENT       =========     30.26
TOTAL ASSET VALUE ...............        43.91%
                                       37842.91
```

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(516)932-6557
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Product Line: PC board repair, computer repair and consultation

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Fax: (214)416-7213
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Sales & Mktg Manager: Kit Hanley
Software Engineer: Albert Tymeson
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Hunt Valley, MD 21030
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Fax: (301)771-6701
President: Bill Stealey
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Telex: 759209 Microprose U.D.

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VP Marketing: William Medvetz
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Systems Engineer: Ritchie Williams
Product Line: PC design and manufacture, custom software and novelty games

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Telex: 206424 SUNCORP
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Dir./Cust. Services: Alfred Artus
Vice President: Robert Bernstein
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Fax: 201-912-0418
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(312)741-3600
Fax: (312)742-1820
Product Line: walk ramps, dollies, hand trucks, and padded covers

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Long Beach, CA 90805
(213)634-5962
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Milwaukee, WI 53205
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(800)558-7260
Fax: (414)263-7544
(800)558-7260 (outside WI)
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P. O. Box 8
Woodbine, IA 51579
(712)647-2050

(800)543-8428
Fax: (712)647-2417
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Product Line: hydralic lift gate for trucks

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Fax: (312)537-1881
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Suite M
Garden Grove, CA 92641
(714)373-2993
Fax: (714)373-2998

(800)262-2866 (CA)
(800)422-2866 (USA)

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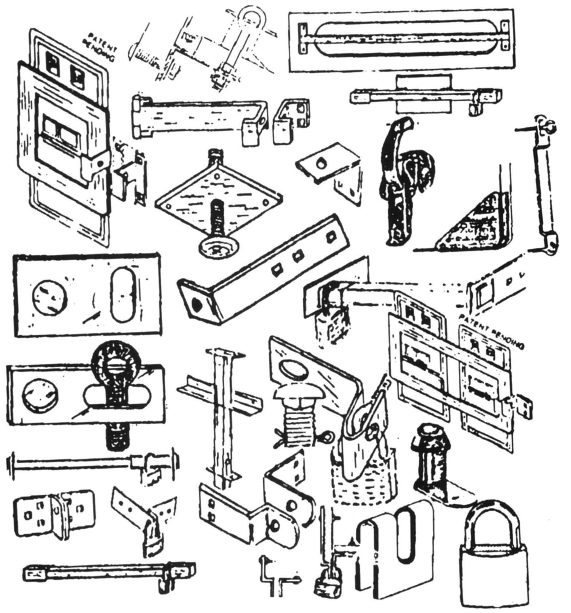

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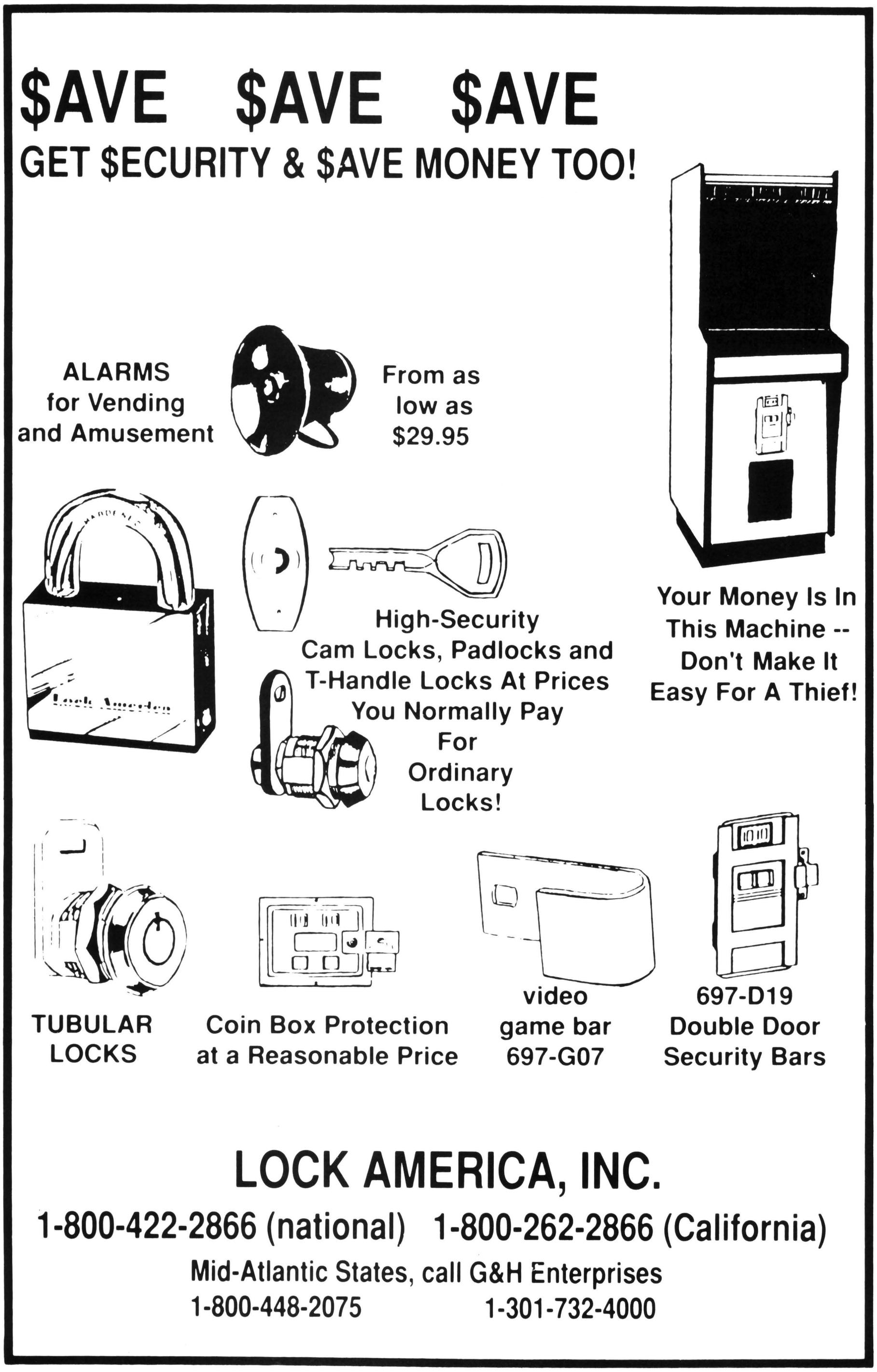
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Product Line: menu signs and bulletin boards

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Fax: (214)880-0115
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Telex: 421810
Contact: Richard Sarkisian or Bruce Kawut
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Itasca, IL 60143
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Creative Development Manager: Jacek A. Menel
Product Line: game development and design

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Product Line: multi or single character animatronic musical shows featuring large, imaginative animal and human critters; dixieland, country, oompah and other style soundtracks; also single, re-programmable greeter/informational characters

Scribner Enterprises, Inc.
1514-F E. Edinger
Santa Ana, CA 92705
(714)558-6080
(800)999-GAME
Fax: (714)558-0327
President: Paul R. Scribner
Representing: Gremlin wall games; Surf Systems, Henthorn video game graphics
Product Line: conversion cabinets; marketing consultant

Bob Snyder & Associates, Inc.
20264 E. Carrey Rd.
Walnut, CA 91789
(714)595-1237
Fax: (714)594-3279
Product Line: game and gaming consulting on skill and chance issues, government regulatory issues, licensing matters, player appeal, design modifications and assessment, product evaluation, and expert opinions

Spirit Designs (a division of Century Vending)
1545 W. 134th St.
Suite #F
Gardena, CA 90249
(213)532-2351
Fax: (213)532-2355
Product Line: game room, arcade, theme bar, and family amusement center consulting

Summa Four, Inc.
249 Gay St.
Manchester, NH 03103
(603)625-4050
(800)641-5400
Fax: (603)688-4491
National Sales Manager: Nate Cyr
Product Line Manager: Garth Olson
Product Line: PTSS-1000 system monitors, routes and processes calls made from credit card phones, SDS-1000-user programmable specialty digital switch.

Tidel Systems, Inc.
2615 E. Belt Line Rd.
Carrollton, TX 75006
(214)416-8222
(800)678-7577
Product Line: programmable cash management system (TACC Ci-Timed Access Cash Controller "Computer Interface")

Westfield, Inc. (HAV Amusements)
19808 Schoolcraft
Detroit, MI 48223
(313)838-5200
Fax: (313)838-9120
Operations Manager: John Brown
Promotions Director: Jeff Neumann
Product Line: dart, pool, and foosball promotions, jukeboxes

Yellow Pearl, Inc.
330 Eisenhower Ln.
Lombard, IL 60148
(312)629-6500
Fax: (312)629-6699
Product Line: consultants to coin-op and consumer market developers

Zenith Associates
2554 Lincoln Blvd.
Suite 254
Marina del Rey, CA 90291
(213)306-6320
Fax: (213)822-1360
Contact: Zachary Katz
Product Line: consultant

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1930 Greenspring Dr.
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(800)638-6000
Telex: 4990868 AACOMD
Fax: (301)252-7137
President: Edward B. Kovens
Sales Manager: Steven A. Kovens
Product Line: capsules, eggs, stamp vendors, video games, cigarette and candy machines, pinballs, coin counters, and drink vendors

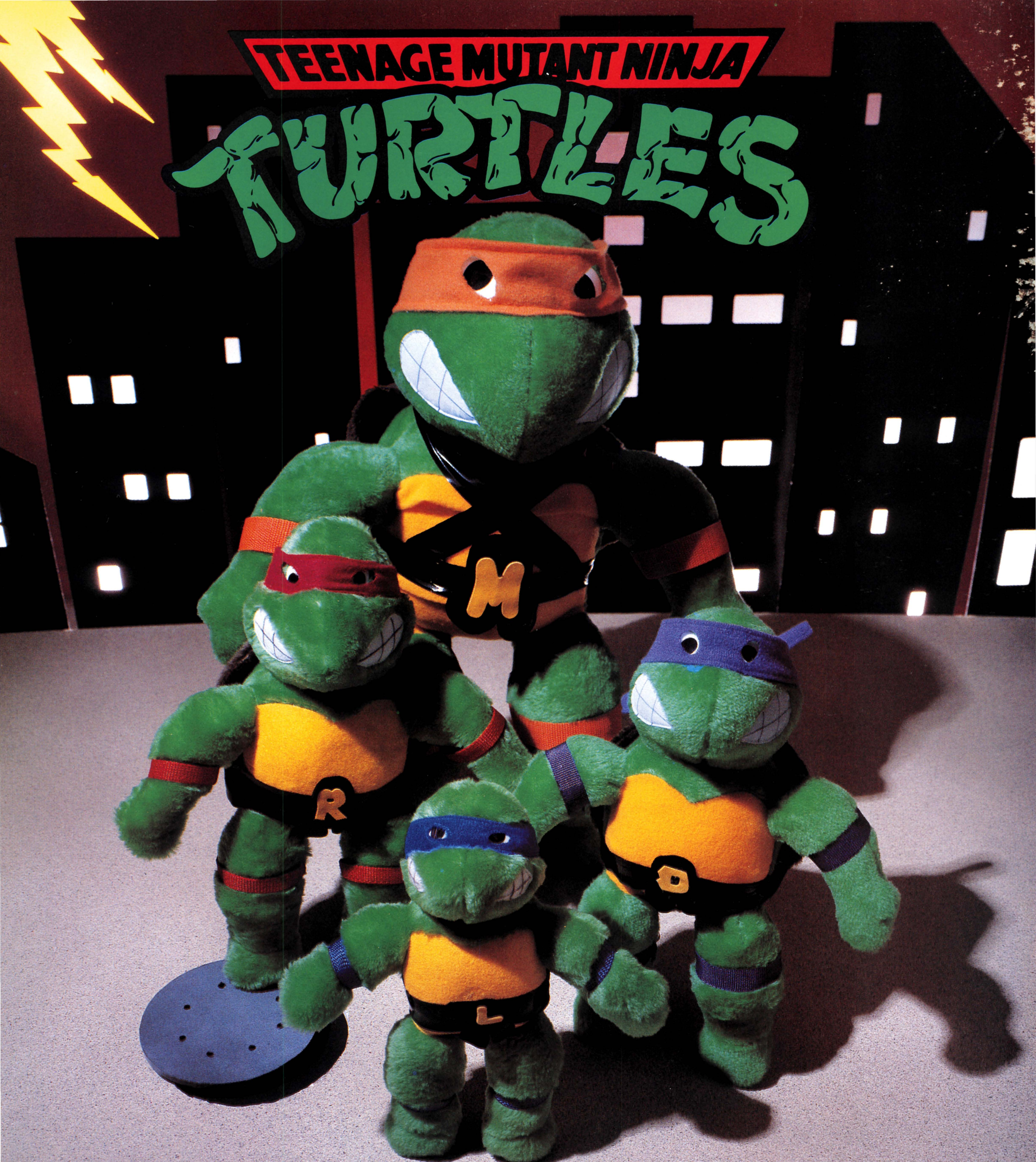
A & G Distributing Co.
1321 S. 30th Ave.
Hollywood, FL 33020
(305)923-5815
(800)228-0925
Fax: (305)923-5894
Officer: Gary W. Canetti
Product Line: cranes, plush, pre-packs, poker games, trivia games

A.L.D. Services, Inc.
Alan L. Deutschmann
519B Rudder Rd.
St. Louis, MO 63026
(314)349-5050
(800)77P-LUSH
Fax: (314)349-5137
President: Alan L. Deutschmann
Vice President: Linda Van Sickle
Product Line: equipment jobber, supplies, plush, and pre-packs

Accessories Unlimited, Inc.
922 Waukegan Rd.
Glenview, IL 60025
(312)724-2900
Product Line: crane and rotary supplies and jewelry

Ace Novelty Co.
3815 S. Ashland
Chicago, IL 60609
(312)847-2600
(800)621-1570
Fax: (312)847-7942
Product Line: crane and rotary merchandise, stuffed toys for redemption and premiums

Ace Novelty Co.
1855 Industrial St.
Los Angeles, CA 90021
(213)626-0500
(800)421-4226
Fax: (213)625-0743
(800)621-1570 (Chicago)
(800)759-1223 (Seattle)
Product Line: crane and rotary



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(800) 421-4226

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Ace Novelty International
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Phone: 011-44-902-46763
FAX: 011-44-902-47652

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St. Louis, MO 63108
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(800)325-7888
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B & C Toys
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Toms River, NJ 08753
(201)341-5200
(800)222-0491
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skill crane and amusement industry,
pre mixes and bulk sales

Best Manufacturing Co.
914 E. Moreland Blvd.
(Hwy 18)
Waukesha, WI 53186
(414)547-5051
(800)962-4486
Fax: (414)547-0905
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Product Line: plush for cranes and
redemption

Betatron Corporation
1422 S. Southeast Loop 323
Tyler, TX 75701
(214)593-8208
Representing: Hollywood
Product Line: crane and rotary
merchandise

Bonita Marie Co.
1555 Rt. 37 West,
Suite 6
Toms River, NJ 08755
(201)349-1994
Product Line: manufacture jewelry
and crane capsules; other crane and rotary
merchandise also available

Brady Novelty
P. O. Box 19269
Charlotte, NC 28219
(704)357-6284
(800)451-8697
Fax: (704)357-1243
Manager: Lee Anne D. Bullard
Sales: Toni Christian
Sales/Data Entry: James Roden III
Product line: jumbo and regular
crane prepacks, rotary prepacks,
specialty prepacks (Batman),
plastic products, clean novelty
goods, gameroom redemption goods

Dan Brechner & Co.
31 Stewart St.
Floral Park, NY 11001
(516)437-8400
(800)645-8142
Fax: (516)352-1744
President: Milton Brechner
Product Line: merchandise for
cranes, rotaries and redemption
equipment

Button Master
P. O. Box 129
Bridgeport, PA 19405
(215)277-1966
(800)523-1197
Sales: Phil
Product Line: rock 'n roll artist
button assortments for cranes and rotaries

C. O. T., Inc.
597 E. Crosstimbers
Houston, TX 77022
(713)695-4220
Fax: (713)695-1145
President: Mike Hubacek
Product Line: new and used cranes;
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Carousel Industries, Inc.
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Telex: 270590
Fax: (312)298-1515
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Fax: (213)602-0604
Contact: Jim McVey
Product Line: quality plush

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Bethleham, PA 18015
(215)866-2001
(800)527-6685
Fax: (215)866-8312
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Fax: (407)241-1356
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Jersey City, NJ 07302
(201)656-0480
Fax: (201)656-0783
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186 Park Lane
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(516)924-8574
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Product Line: jewelry and novelty in 2.5'' and 3.5'' plastic cases

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2153 10th St.
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(813)366-1133
(800)642-7263
Fax: (813)366-1134
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Fax: (201)341-6560
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President: Thomas M. Ricci
Sales: Brian Petaccio and Dan Dinnebiel
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(800)248-3603
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Product Line: cranes and rotary merchandise

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Telex: 373 4718
Fax: (815)455-2074
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Fax: (213)394-8516
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(800)LIL-MORT
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(800)443-9918
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President: MiMi Kiene
Product Line: crane and rotary merchandise

Marvel Trading Co.
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(212)675-3113
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Fax: (212)243-6401
Product Line: crane and rotary merchandise

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(800)537-BEAR
Fax: (808)682-4016
General Manager: Shelley Fernandez
Product Line: crane and rotary merchandise

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(504)822-6054
(800)969-PLUS
Fax: (504)821-8508
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Telex: 429 900
Fax: (718)625-3407
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National Sales Mgr: Hank Mackin
Account Executive: Tony Lawlor
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Fax: (604)299-6761
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(800)733-7767
Fax: (312)541-9271
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(800)821-7565
Telex: 6714669SUPTOY
Fax: (816)472-0676
Product Line: crane and rotary merchandise

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(609)854-2100
(800)544-4388
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(800)343-9990
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Sales: Cindy Murchison
Product Line: plush toys; pre-packs

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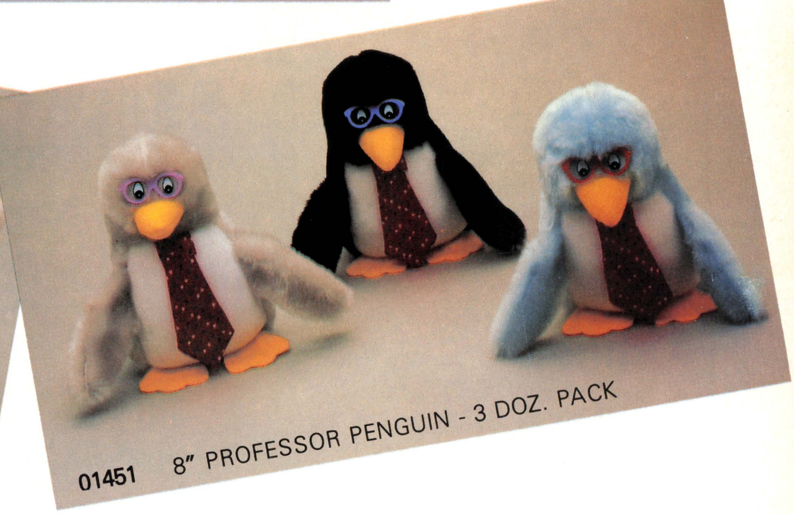
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C.M.L. One-Stop
660 Harding
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(314)291-0608
Fax:(314)291-0898
(800)392-2074 (in MO)
(800)325-7321 (outside MO)

Central Records
15 Commerce Way
P. O. Box 315
South Windsor, CT 06074
(203)528-2171

Central South One-Stop
3730 Vulcan Dr.
Nashville, TN 37211
(615)833-5960

Dean's One-Stop, Ltd.
2403 Chamberlayne Ave.
Richmond, VA 23222
(804)321-7515

Dick's Record Co., Inc.
890 Providence Hwy.
Rte. 1
Dedham, MA 02026
(617)326-8790
Fax:(617)461-1472

Disc City One-Stop
314 Boren Ave. So.
Box 3411
Seattle, WA 98144
(206)325-8833
Officers: Bill Dolgoff and Phyllis Dolgoff
Sales Manager: Alan Dolgoff
Product Line: singles (45s), compact discs (CDs), cassettes

Don Records Corp.
87 Rome St.
Farmingdale, NY 11735
(516)752-1770
Fax:(516)752-1809

E & R One Stop
119 E. Rhapsody
San Antonio, TX 78216
(512)342-6935
Owner: LaVonnia Moses, Doris Hengst
Buyer: Brian Alston

Eastern Music Systems Corp.
500 N. 12th St.
Philadelphia, PA 19123
(215)627-1000
Fax:(215)627-6019
(800)462-2981 (in PA)
(800)523-2804 (in NJ & DE)
(800)523-2120 (in VA & MD)

Elkins Record One-Stop
1127 Central Ave.
Charleston, WV 25302
(304)343-7833

Floyd's Records
434 E. Main St.
P. O. Drawer 10
Ville Platte, LA 70586
(318)363-2184
(800)738-8668 (in LA.)

Frankie's One-Stop, Inc.
1533 Corporate Dr.
Shreveport, LA 71107
(318)424-9441

Galgano Records
4001 Ravenswood
Chicago, IL 60613
(312)327-4160
Fax:(312)327-4362

King Records & One-Stop
240 W. Jefferson St.
Louisville, KY 40202
(502)584-5535

Lieberman Enterprises
9549 Penn Ave. South
Minneapolis, MN 55431
(612)887-5300
Fax:(612)887-9445
(800)352-2802 (in MN)
(800)328-2960 (outside MN)

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Pittsburgh, PA 15222
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(800)245-4805
Fax:(412)391-8117
Contact: Ted Howell
Product Line: pre-printed compact disc title strips, CD's, 45's

Mountain Coin Machine Dist.
2632 N. 37th Dr.
Phoenix, AZ 85009
(602)269-7596
Fax:(602)269-7818

Mountain Coin Machine Dist.
345 W. 62nd Ave.
Denver, CO 80216
(303)427-2133
(800)433-2325
Fax:(303)429-2104
(800)654-2646 (in CO)
(800)433-2325 (outside CO)

Mountain Coin Machine Dist.
751 NE Broadway
Des Moines, IA 50313
(515)282-6211
Fax:(515)282-5554
(800)622-8337 (in IA)

Mountain Coin Machine Dist.
2910-E 4th St. N.W.
Albuquerque, NM 87107
(505)345-7706
Fax:(505)345-0865

Mountain Coin Machine Dist.
3753 South State
Salt Lake City, UT 84115
(801)262-5493
Fax:(801)268-3319

Music Center Distributor, Inc.
1314 1st Ave. N
Birmingham, AL 35203
(205)251-8252

Music Operators Service
536 W. Commonwealth
Fullerton, CA 92632
(714)879-1771
Fax:(714)879-1773

Musical Sales, Inc.
40 S. Caroline St.
Baltimore, MD 21231
(301)675-1400
(800)347-0500
Fax:(301)563-8750

One-Stop Record House
881 Memorial Dr. SE
Atlanta, GA 30316
(404)223-0144
(800)669-9669
Fax:(Ext. 237)
Vice President: Hugh West

One Stop Records
7905 Nieman Rd.
Lenexa, KS 66214
(913)894-0355
(800)825-4965
Manager: Paula Reser

Peter's Record One-Stop
1400 Providence Hwy.
P. O. Box 212
Norwood, MA 02062
(617)769-8340

Poplar Tunes
308 Poplar Ave.
Memphis, TN 38103
(901)525-6348

Prime One-Stop
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Kenilworth, NJ 07033
(201)245-5252
Fax:(201)245-5068

Radio Doctors & Records
240 W. Wells
Milwaukee, WI 53203
(414)276-6422
Fax:(414)276-9967
(800)242-9641 (in WI)
(800)558-9066 (outside WI)

Record Service
614 Dennis St.
Houston, TX 77006
(713)523-4334
(800)392-5623
Fax:(713)523-1796
Toll Free Number: (800)392-5623 (Texas)

Roberta's One Stop
7940 Pendleton Pike
Indianapolis, IN 46226
(317)542-9207

Rochester One-Stop
2527 W. Henrietta Rd.
Rochester, NY 14623
(716)424-2002
Fax:(716)424-2035

Sea-Port Record One-Stop, Inc.
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Portland, OR 97211
(503)287-0868
Fax:(503)287-0263

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1105 Westwood Ave.
Addison, IL 60101
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Telex:282037

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Wyoming, MI 49509
(616)241-1732
Fax:(616)241-2409

Smash Records
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Suite 24
Phoenix, AZ 85009
(602)278-9285

Steve's Southern Music
30 S. Orange Ave.
Orlando, FL 32801
(407)422-8671

Syracuse One-Stop
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Dewitt, NY 13214
(315)445-2488
Fax:(315)445-0496

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Buffalo, NY 14208
(716)883-9520
Fax:(716)884-1432

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Salt Lake City, UT 84104
(801)972-3800

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Highway 101
Beaufort, NC 28516
(919)728-5311
(800)782-6721
President: Stanley W. Pearson
Product Line: security bars, padlocks, ashtrays, cup and dart holders, chalk-up boards, cabinet corner reinforcements, latches, strike plates, cabinet levelers, fluorescent light fixtures, etc.

A-One Electronics Co., Ltd.
465-72 Dapsibr 3 Dong
Dongdaimun-Ru, Seoul
Korea,
(02)248-8264
Telex: K32288 YC PARK
Fax: (02)243-0649
President: Y. C. Park
Product Line: makers and distributors of monitors, power supplies, joysticks, power chasis, pushbuttons, isolation transformers, edge connectors, PCB holders, etc.

A.S.K. Distributors, Inc.
5555-B W. Linebaugh
Tampa, FL 33634
(813)961-2469
(800)330-2469
Product Line: Cover Sheilds (patent pending)—protects vending stamps and licenses from theft, peeling, tampering, and fading

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Almel Industries
2101 W. Jackson
Suite 6
Tupelo, MS 38801
(601)841-1721
Sales: Mel Blatt
Product Line: pool supplies; pool table light fixtures; cue racks; billiard accessories

Alpha Products, Inc.
5740 Corsa Ave.
Westlake Village, CA 91362
(818)889-9304
Product Line: interconnection products for the electronics industry

American Design Components
815 Fairview Ave.
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(800)776-3800
Fax: (201)941-9048
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(800)323-3856 (outside Illinois)
Product Line: electronic parts and test equipment; cleaning chemicals

Amusement Emporium, Inc.
6880 S. Emporia St.
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(303)790-0885
Telex: 450103AMUSEMP
Fax: (303)790-0746
(800)525-GAME (in CO)
(800)525-7059 (outside CO)
Product Line: billiard supplies; coin machine parts; tools; electronic components and parts supplies

Amusement Equipment Exchange, Inc.
1203 5th Ave.
Rock Island, IL 61201
(309)788-0135
President: Thomas Leon
Sales: Mike Newcome
Natl Sales Manager: Mel Laforce
Service: Mike Jones
Product Line: new and rebuilt kiddie rides, arcade novelty and specialty equipment

Anscot Distributing Co.
14253 W. 11 Mile Rd.
Oak Park, MI 48237
(313)542-5530
(800)456-7277
Fax: (313)542-5452
Officer: Martin Lustig
Product Line: power supplies, parts for amusement games including video, pinball, darts, billiards, electronic parts

Antique Apparatus Co.
2555 237th St.
Torrance, CA 90505
(213)534-1511
Fax: (213)534-3620
Product Line: nostalgia jukeboxes and nostalgia accessory speakers

Appalachian Trail Trading Co.
816 Green Ave.
Altoona, PA 16601
(814)949-3309
Fax: (814)949-3307
Product Line: PCB's

Arcade Services
Box 1447
Lombard, IL 60148
(312)629-0034
Owner: Brian Kissane
Senior Technician: Steve Kolowski
Product Line: parts and repair for Game Plan games; printed circuit board repairs and pinball restorations; operations and gameroom management consultants

Audio-Pak Systems
116 S. Catalina Ave.
Redondo Beach, CA 90277
(213)379-4474
Contact: Craig Barnes
Product Line: earphone headsets for video games

Beeline Products
2149 O'Toole
Suite L
San Jose, CA 95131
(408)432-8333
Fax: (408)432-0936
Product Line: supply industry with original artwork and printing for game cabinets; create advertising brochures and more

Berning Scale Service
P. O. Box 41414
Chicago, IL 60641
(708)587-1839
Contact: Bill Berning
Product Line: coin-op horoscope and fortune scales, all types of coin-op scales and parts

Bio-Rhythm Sales Company
2828 A Honolulu Ave.
Verdugo City, CA 91046
(818)249-2077
Owner: Glen Wolcott
Product Line: tickets, parts, and service for Compunetics and Destron bio-rhythm machines

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Point Pleasant, NJ 08742
(201)899-8080
Fax: (201)892-3622
Product Line: parts

The Broken Down Jukebox Company
Box 24
Sheepshead Bay
Brooklyn, NY 11235
(413)525-1314
Officer: Patrick O'Toole
Product Line: sales, service, parts, supplies, used music, games vending; also, industry-related antiques

Bumper Tube Co.
10440 S. State Rd.
P. O. Box 95
Goodrich, MI 48438
(313)636-2040
Product Line: pool table recovery kits, felt, bumper tubes, and billiard supplies

C & P Enterprises
4014 N. Fir Rd. #45
Mishawaka, IN 46545
(219)256-1138
Fax: (219)256-1144
Contact: John Pierce
Product Line: kits, close-outs and other supplies; used boards; service; consultants

John W. Caler Specialty Slots
7506 Clybourn
Sun Valley, CA 91352
(818)765-1210
Fax: (818)504-9965
(818)504-0740
Product Line: manufactures and services slot machines, parts available: fiberglass, themed figures for slots and token machines; buys and sells restored antique slot machines

Capitol Lighting Products Corp.
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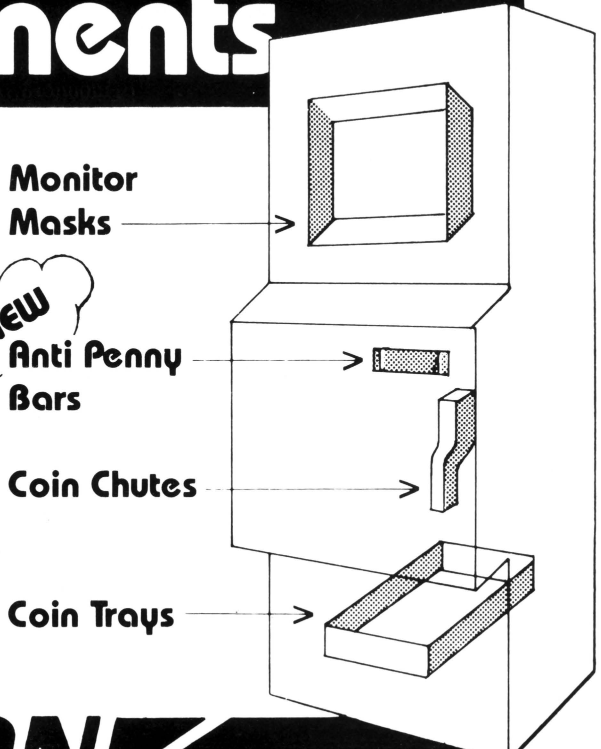

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Canada V4K 1W6
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Fax: (604)946-5618
President: Mike Garret
Product Line: pool tables; electronic scoreboards

Casey's Electronics
5310 N. Pioneer Rd.
Gibsonia, PA 15044
(412)443-8790
President: Casey Lowicki
Vice President: Betty Lowicki
Sales & Parts: Carol Burghart
Service: Joe Glock
Representing: Ardac, AVT, Kramer, Wurlitzer

Chung Yu Electronics Co., Ltd.
P. O. Box 30-535
Taipei
Taiwan, R.O.C.
Telex: 24451 CYELEC
Phone: 886-2-392-0746
FAX: 886-2-397-1968
Product Line: switching power supply for all video games

Churchill Cabinets
2119 W. Churchill St.
Chicago, IL 60647
(312)278-3580
Fax: (312)278-3583
Product Line: Gaming cabinets for manufacturers

Classic Wood Products, Inc.
R.R. 9 Road 100S
Columbia City, IN 46725
(219)248-2958
(800)837-2958
Product Line: Classic Shuffleboard; also refinishes shuffleboards

Coin O Rama Amusements
523 Italia St.
Floral Park, H.R.
Puerto Rico 00917
(809)758-6219
Fax: (809)753-3881
Owner: Manuel Coll
Manager: Rafael Rosado
Representing: Kramer, Scan Coin, Seeburg; used amusement and gaming equipment export, sale and service; parts and supplies

Competitive Wholesale Corp.
Bldgs. 4 & 5 River Rd.
Tullytown, PA
(215)547-7520
(800)562-7283
Fax: (215)547-7577
Product Line: parts and supplies and billiard accessories

Contact East
335 Willow St.
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North Andover, MA 01845
(508)682-2000
(800)225-5370
Telex: 383 088
Fax: (508)688-7829
Product Line: test instruments, hand tools, tool kits, soldering supplies, and more

Continental Manufacturing
611-623 Holt St.
P. O. Box 3232
Montgomery, AL 36109
(205)272-2460
(205)265-9738
President: H. Jack Windsor
Sales Manager: Bill Windsor
Product Line: coin-operated pool tables and video kit retrofits; N.S.M. jukeboxes, mfg. pool tables, video cabinets and units

Corner Pocket Billiard Supply
(Montana Billiard)
134 Regal St.
Billings, MT 59102
(406)259-4898
President: George Frank
Sales Manager: Mark Javornik
Product Line: coin-op and home pool tables; ball polishing machine

Crown Billiard & Sound
469 Merrick Rd.
Lynbrook, NY 11563
(516)593-4747
Contact: Arnie Trepel
Product Line: billiard supplies and electronic parts

Cumberland Amusement Co.
P. O. Box 4736
518 Franklin St.
Nashville, TN 37203
(615)226-1767
Product Line: parts, supplies and used games

D C Cables Inc.
11257 Coloma Rd.
B-1
Rancho Cordova, CA 95670
(916)635-4747
Contact: Sandy McIntyre or Dick Conway
Product Line: custom wire harnesses and JAMMA kit cables

D & D Cabinets
24 Stafford Ct.
Cranston, RI 02920
(401)463-5494
Product Line: cabinets

D & R Industries, Inc.
7111 N. Capitol Ave.
Lincolnwood, IL 60645
(708)677-3200
(800)323-2852
Telex: TLX210048
Fax: (708)674-5245
Product Line: billiard and amusement machine supplies

Dale's Electronic Darts & Supplies
Route 1
P.O. Box 305
Shongaloo, LA 71072
(318)539-2792
Owner: Melba Vaughan
Representing: Arachnid

Dart Mart International
19 W. 36th St.
New York, NY 10018
(212)643-3278
(800)423-3220
Contact: Gary Giegerich
Product Line: full line of electronic and steel-tip darts and accessories

Dart World, Inc.
65 Munroe St.
Lynn, MA 01901
(617)581-6035
(800)225-2558
Fax: (617)592-8760
President: Don Amirault
Vice President: Mark Amirault
Product Line: darts, flights, shafts, wallets, accessories for all soft tip machines

Davis Billiard Ball Co.
1311 Knight St.
Arlington, TX 76015
(817)467-6453
Fax: (817)465-2385
Product Line: billiard balls; balls for track ball mechanisms

DECAR Corp.
96 W. Moreland
Addison, IL 60101
(312)543-8050
Product Line: game cabinets

Densitron Corp.
2540 W. 237th St.
Torrance, CA 90505
(213)530-3530
Product Line: LCD modules

Discount Video & Pinball
1515 Sunkist #I,J
Anaheim, CA 92806
(714)385-1113
Sales Manager: Nita Lopez
Product Line: repairs; conversions; parts; buy and sell new and used

Dollar Distributing Co., Inc.
P. O. Box 3017
Tuscaloosa, AL 35403
(205)339-2881
(800)999-0942
Representing: new and used games; we buy and sell used pokers; we handle

bingo supplies and machines; cherry bells, breakopens, pull tabs, punch boards; repair jukebox amps (Rock-Ola and Seeburg)

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120 Southwest Dr.
Spartanburg, SC 29301
(803)574-0162
Telex: 510 601 2480
Fax: (803)574-7680
President: Hugh Andrews
Sales Manager: Tim Caldwell
Parts Manager: Phillip Caldwell
Service: Chuck Howell
Production Supervisor: Steve Pickel
Representing: Drews card games and cranes; American Lock, Dynamo, Deutsche Wurlitzer, Eagle Lift, ESD Fort Lock, Kimtron Monitors, Klopp, Mali, Mars, Micro Manufacturing, National Tournament Chalk, Sirmo Bingo, parts and supplies for all of the above plus Valley billiard cues, Little Fuse

Drycal, Inc.
14511 Saranac Rd.
Cleveland, OH 44110
(216)541-0225
Fax: (216)541-9314
President: William H. Sweigard
VP/Sales: Margus R. Sweigard
Product Line: custom made and generic screen printed marquees, control panels, and side decals for video games. Complete facilities for designing and producing screen printed plexiglass, vinyl and lexan parts

Dufferin, Inc.
4240 Grove Ave.
Gurnee, IL 60031
(312)244-4762
President: Henry Hayes
Product Line: Challenger pool table, billiard balls, cues and cloth

Dutchman Industries
833 Millview Dr.
Batavia, IL 60510
(312)879-5879
General Manager: Dennis Walz
Product Line: spinners, soft tip darts for electronic games, dart supplies

Dynamo Corporation
2525 Handley-Ederville Rd.
Richland Hills, TX 76118
(817)589-7699
(800)527-6054
Fax: (817)284-7606
President: Bill Rickett
Executive VP: H. L. Coats
VP/Sales & Marketing: Mark Struhs
Product Line: pool table; soccer and air hockey tables; universal video game cabinetry/hardware; contract manufacturers

East Coast Design
700 Reading Ave.
P. O. Box 681
Hammonton, NJ 08037
(609)567-1700
(800)777-5635
Fax: (609)567-3255
Contact: Mr. Gary DuBoff
Product Line: cabinets-universal contract manufacturing and assembly.

Eastern Gaming Tech. Enterprise
1545 Rt. 37 West
Unit #14
Toms River, NJ 08755
(201)286-2390
Fax: (201)240-0953
Proprietor: Jack Bean
Art Depart.& Off. Mgr: Elaine Bean
Product Line: token dispensing slot machines; trade stimulators; glass and reel strips; silkscreening

Eastern Manufacturing
3172 Oakcliff Industrial St.
Atlanta, GA 30340
(404)457-6426
President: Clyde Taylor
Product Line: housings, cabinets, cases, part components

Eldorado Products
14816 Main St.
Gardena, CA 90248
(213)516-9525
Fax: (213)516-7058
Product Line: game repair service; sale of used boards; parts and supplies

Electrohome, Ltd.
809 Wellington St. N
Kitchener, Ontario
Canada N2G 4J6
(519)744-7111
Fax: (519)749-3131
PR Manager: Robert Lovell
Product Line: video monitor, projection data/graphics and video systems, digital effects systems manufacturers

ENM Co./N.P. Corp.
5617 N.W. Hwy.
Chicago, IL 60646
(312)775-8400
Telex: 25-4068
Fax: (312)775-5968
OEM Sales Engineer: Thomas Howland
Product Line: makers of counters, hour meters, and adapters

En'Sco Co., Ltd.
2F 14 Alley 9, Ln133
Nanking E. Rd., Sec4
Taipei, Taiwan,R.O.C,
Telex: 19252 ENSCOLTD
Phone Number: 886-2-713-8071
Fax Number: 886-2-713-9646
Contact: Daniel, E.K., or Andy Chang
Product Line: makers of switching power supplies, chassis, joysticks, pushbuttons, pointleaf switches, micro switches, color picture tube harnesses, universal cabinet, OEM-type PCB assembly, etc.

Entertainment Electronics
597 E. Crosstimbers
Houston, TX 77022
(713)695-4220
Fax: (713)695-1145
Product Line: parts and supplies, used games, used PCB's and cabinets

Eureaka Enterprises
1 Edgedale Road N.W.
Calgary, Alberta
Canada T3A 2P6
(406)241-0930
(403)241-0930
Product Line: The Love Nut novelty condom container and condom

Euromax
Bessingby Industrial Estate, Bridlington,
N.Humberside,
England Y0164SJ
Phone: 44-262-601006
FAX: 44-262-400068
Contact: Ian Jameson or Janet Gilson
Product Line: PC boards

Eygo Company Ltd.
Bestco Int'l Inc.
P. O. Box 167873
Irving, TX 75016
(214)258-1227
Fax: (214)255-4007
Product Line: video chassis, power supplies and misc. parts

EZE Repair Company
134 Hampden Rd.
East Longmeadow, MA 01028
(413)525-1314
Product Line: repair and service of coin machines, rebuilding of old games, pool table recovering; parts and supplies; antiques

F & P Vending Service Inc.
1837 Commonwealth Ave.
Fullerton, CA 92633
(714)441-0795

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870 N. Vermont Ave.
Los Angeles, CA 90029
(213)660-8180
Fax: (213)660-8976
Product Line: sales of new and used equipment
Representing: Penn Ray foosball tables

Fidelity Trading Inc.
35 Eileen Way
Edison, NJ 08837
(201)549-5721
Telex: 844370
Fax: (201)549-8790
Product Line: switching and linear power supplies, digital multimeter; examination glove

Formost Plastic Products
7834 W. Grand Ave.
Elmwood Park, IL 60635
(312)452-5300
Sales Engineer: Jim Schultz
Product Line: manufacturers of standard and custom plastic parts for pinballs and most coin-op games

Frazier
Peiti Jean Mountain
Route 3—Box 319
Morrilton, AR 72110
(501)727-5476
(800)643-8747
Fax: (501)727-5402
Product Line: digital-ready, coaxial loudspeakers and convenient speaker mounting accessories make outfitting clubs, lounges, and restaurants easy with Frazier CAT speakers. The coincident aligned transducer princile, a coaxial design, make the dispersion characteristics and eveness of coverage a major advantage of the new Frazier line-up.

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(614)258-2933
Fax: (614)258-2940
(800)848-0110 (US)
(800)848-1514 (OH)
Contact: Bob Rothman
Sales Manager: Susan Titter
Service Manager: Glendon Miller
Representing: Capcom, Jaleco, Grayhound, Nichibutsu, Sun, Tecmo; conversion kits, specialty items, new and used video games

Game Operators Corporation
1617 W. Harry St.
Wichita, KS 67213
(316)267-7371
Officer: Ronnie Cazel
Sales Manager: Tom Mairs
Product Line: manufacturer of ``The Answer;'' a convertible video game system; uprights, cocktails, countertops, and cockpits

Global Billiards
1263 W. 132nd St.
Gardena, CA 90247
(213)327-0562
Fax: (213)327-3816
President: Torben Gramstrup
Product Line: Coin-op pool tables, in both modern and antique styling. Commercial tables, plus a full line of home tables and accessories. 7 ft.-8 ft.-9 ft.

Golden State Darts & Games Dist.
19441 Business Center Dr.#111
Northridge, CA 91324
(818)341-3278
Sales Manager: Jerry Indik
Parts/Service Manager: Ken Way
Credit/Finance: Susan Indik
Representing: Merit; Dart Mart International soft-tipped darts

Great Amusement Machine Empire
Rt. 1, Box 212
Sparta, TN 38583
(800)251-3032
Telex: 9102500525
Fax: (615)738-3032
Owner: Marvin Rose
Product Line: distributor for Happ Controls, Coin Mechanisms, Coinco; new and used coin machine parts

Great Gatsby's Auction Gallerys
(dba-Be Bops Music)
5070 Peachtree
Industrial Blvd.
Chamblee, GA 30341
(404)457-1913
Contact: Ted Tzavaras
Product Line: pub/bar decor, mirrors, signs, jukeboxes, carved pool tables

Great Lakes Darts Dist. (Laser Enterprises)
4454 S. 108th St.
Greenfield, WI 53228
(414)425-7287
(800)225-7593
Fax: (414)425-2598
Product Line: soft tip darts, flights, shafts, dart wallets and accessories

Great Western, Inc.
1300 Mohawk Blvd.
Springfield, OR 97477

(503)726-1813
Contact: Tim Beckett
Product Line: fan cooled power supplies

Ed Hanna
P. O. Box 4568
Ithaca, NY 14852
(607)257-3333
(607)257-3334
Owner: Edward A. Hanna
Office Manager: Ellen E. Hanna
Sales Manager: Edward A. Hanna
Service Manager: Jeffrey Bushnell
Representing: coin operated automatic photo machines; film and chemicals; parts and supplies

Hantarex Corporation, Ltd.
1261 I Wiley Rd.
Schaumburg, IL 60173
(708)843-7226
Fax: (708)843-7244
General Manager: John Hickey
Accountant: Dorothy Dolan
Product Line: video monitors and power supplies

Happ Controls
106 Garlisch Dr.
Elk Grove Village, IL 60007
(708)593-6130
Telex: 297249 CONTROLS
Fax: (708)593-6137
President: Frank Happ
Vice President: Sue Happ
Vice President: Jim Happ
VP/Controller: Cary Hedrick
VP/Operations: Faith Savoia
Dev. Engineer: Dave Pallotto
Elect. Engineer: Vito Caporusso
Sales: Peter Chlopek
Product Line: manufactures and dist. complete line of game controls including Leaf and Microswitch Joysticks, rotary joysticks, and joy-sticks w/topfire buttons;pushbutton assemblies w/Microswitch, both illuminated and non-illum., power supplies/cords/transformers/driving controls/switches/steering wheels/pedal/turbo shifter assembly; large and small diameter trackballs; coin doors w/cash box and note acceptor

Charles W. House & Sons
19 Perry St.
Unionville, CT 06085
(203)673-2518
(800)243-7063
Fax: (203)675-8956
Product Line: billiard cloth and snooker cloth

The Hyatt Ball Company, Inc.
31 School St.
Ft. Edward, NY 12828
(518)747-0272
Fax: (518)798-9704
Product Line: billiard supplies; (billiard, bumper, snooker, cue, wooden, and rubber balls) Manufacturer of billiard balls, only domestic manufacturer

I.C. Tech, Inc.
3 Sussex St.
Kenner, LA 70062
(504)469-7761
President: Julio Pando
Sales Manager: Raymond Santos
Product Line: horseshoe video game, poker game, and video cabinets

Iceco
8507 Natural Bridge Rd.
St. Louis, MO 63121
(314)423-3390
Sales Manager: James Scheff
Product Line: manufactures and markets the JBS automatic jukebox switch which silences stereo or background music systems automatically when the jukebox starts, but requires only connection to the jukebox speaker terminals

Illbruck
3800 Washington Ave. N.
Minneapolis, MN 55412
(612)521-3555
Product Line: accoustical materials

Imperial International
1270 Valley Brook Ave.
Lyndhurst, NJ 07074
(201)507-0936
(800)526-6261
Telex: 910-250-5661
Fax: (201)507-9181
Vice President: Mike DiMotta
Operations Manager: Paul Carda
Sales: Kevin Carda,
Bob Lapinski, and Steve Russel
Export Manager: Joe Migueles
Product Line: Premier soccer table; billiard and coin machine parts

Imperial International
5116 Azuza Canyon Rd.
Irwindale, CA 91706
(818)962-1024
(800)423-2753
Fax: (818)962-1311
West Coast Division Manager: Michael Bathalter
Sales: Frank Himelstein and Yvonne Ramos
Parts: Kevin Cradea
Product Line: Premier soccer table; billiard and coin machine parts

Industrial Electronic Engineers, Inc.
7740 Lemona Ave.
Van Nuys, CA 91409
(818)787-0311
Fax: (818)781-9795
Product Line: electronic displays and keyboards

International Billiards
2311 Washington
Houston, TX 77007
(713)869-3237
(800)255-6386
Fax: (713)869-8420
Product Line: billiard supplies, slate, coin table parts, phono needles, fluorescents, tables

Intrastate Amusements
309 Laurelwood Rd.
Unit #5
Santa Clara, CA 65054
(408)748-9999
Product Line: pinball and video parts and supplies; also conversion kit installations; service

J 'N' B Home Amusement Company
1707 S. Rt. 130
Burlington, NJ 08016
(609)386-6696
(609) 387-0620
Product Line: service, parts, and sales for coin-op equipment of all types

J-S Sales Co., Inc.
5 South Fulton Ave.
Mt. Vernon, NY 10550
(914)668-8051
(800)431-2944
Telex: 283144JSSALESUR
Fax: (914)668-8735
President: Don Shimel
Vice President: Janet Shimel
Manager: John Nusser
Product Line: video game joysticks and power supplies, billiards, parts and supplies for coin operated amusement machines

Jameco Electronics
1355 Shoreway Rd.
Belmont, CA 94002
(415)592-8097
Telex: 176043
President: Dennis Fairy
Vice President: James Fairy
(415)592-8097 (customer service)
Product Line: electronic parts and supplies

Jerome Industries, Inc.
8737 Shirley Ave.
Northridge, CA 91324
(818)993-1393
Fax: (818)993-6009
Sales Manager/PR: Tina Malkus
Purchasing Manager: Zubair Tahir
Product Line: suppliers of IC's, diodes, transistors, fans, LED's, etc.

John's Jukes Ltd.
2343 Main St.
Vancouver, BC
Canada, V5T 3O9,
(604)872-5757
Fax: (604)872-8073
Product Line:
JAMMA universalize connector

Johnston's General Store Video Games
11 Greenfield St.
Buffalo, NY 14214
(716)838-3038
Fax: (716)834-3233
(716)834-6064
Owner: Bill Johnston
Vendress: Sharon Johnston
Product Line: new and used PCBs and kits, K-Scale coin scales, Hitron power supplies, Happ parts

Karlin Electronics Corp.
31119 Greenfield Rd.
Birmingham, MI 48033
(313)642-2521
(800)532-7466
Fax: (313)642-1345
President: Karl A. Weiss
Vice President: Joseph A. Lane, Jr.
Product Line: refurbished Western Electric coin phones and associated parts

Knock Down Industries
220 Robinhood Ln.
Circle Pines, MN 55014
(612)786-7766
Fax: (612)784-9628
Contact: Todd Erickson
Product Line: VH 1925 Excaliber Kit Kabinet

Konso Co.
1130 Tienken Ct.
Suite 119
Rochester Hills, MI 48064
(313)656-7606
Fax:(313)656-7607
Product Line: used equipment

Kraft Systems, Inc.
450 W. California
Vista, CA 92083
(619)724-7146
Fax: (619)941-1770
Product Line: Video arcade joysticks and mice

L & B Manufacturing Co.
2144 Colorado Ave.
P. O. Box 1138
Santa Monica, CA 90406
(213)870-5771
Telex: 652 346
Fax: (213)453-8624
Product Line: arcade and location seats, stools, and chairs.

Laser Tronics
1332 Bend Tree Ln.
Concorb, CA 94521
(415)687-0490
Product Line: service and repair of Pioneer, Phillips, Sony and Hitachi laser players; parts and discs for laser games

Linc/Smith Mfg. Co.
4616 W. 19th St.
Cicero, IL 60650
(312)780-7010
Contact: Mike Pavlis
Product Line: cabinets and contract manufacturing

Louise's Harness Shop
Rt. 3 Box 72
Prattville, AL 36067
(205)365-1841
(800)365-1941
Fax: (205)365-4435
Product Line: JAMMA harnesses, game harnesses for video, pinballs, and vending machines; monitor board repairs, interface printed circuit boards, and color conversion PCB for Nintendo monitors.

M. D. Game Sales Ltd.
1640 E. New York Ave.
Brooklyn, NY 11212
(718)346-8165
Telex: 710 110 1719
Fax: (718)346-0207
Product Line: used equipment; exporter of video PCBs and new and used equipment

M. H. Associates Ltd.
4202 14th Ave. N.
Fargo, ND 58102
(701)282-7877
(800)843-5487
Fax: (701)282-7779
Sales: Bertie Olson, JoAnne Dean, Bob Olson, Doug Hardina, Steve Palmer and Gene Sieben
Technician: Jay Krzyzaniak and Lance Hagen
Representing: American Sammy, Bally, Capcom, Data East, Eagle Lift, Grayhound, Jaleco, Konami, Merit, Quickit Systems, Romstar, SNK, Status, Tecmo
Product Line: manufactures MHA Cabinet Quickit Systems

M & P Amusement Co.
658 W. Market St.
York, PA 17405
(717)848-1846
Fax: (717)854-6801
Product Line: used games

The Henry W. T. Mali & Co., Inc.
257 Park Avenue S.
New York, NY 10010
(212)475-4960
(800)223-6468
Fax: (212)533-8169
President: Frederick Mali
Vice Pres. Sales: Norman Althoff
Sales Manager: John O'Connor
Product Line: pool table cloth, pool cues made in U.S.A.

Mascon, Inc.
460 Wildwood St.
Woburn, MA 01801
(617)938-8950
Telex: 510 600 4502
Fax:(617)933 8161
Product Line: electronic components, sub-contractor

Master Bond
154 Hobart St.
Hackensack, NJ 07601
(201)343-8983
Fax: (201)343-8983
Product Line: epoxy adhesives for general purpose bonding

Maximum Marketing
597 E. Crosstimbers
Houston, TX 77022
(713)695-4220
Fax: (713)695-1145
President: Mike Hubacek
General Manager: Jim Bearenth
Product Line: new, complete cabinets designed for route operation and easy conversion; complete line of used parts and supplies; PCB's, coin doors, power supplies, used video parts and conversion supplies

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W146 N9560 Held Dr.
Menomonee Falls, WI 53051
(414)251-4090
(800)666-2283
Fax: (414)251-9290
Product Line: custom billiard cues, cases, cloth snooker tables and billiard tables

Medalist Manufacturing Corp.
24425 Pacific Hwy. S.
Kent, WA 98032
(206)946-2100
Fax: (206)839-1532
Product Line: makers of the Dart Star electronic dart conversion kit offering 21 games

Micro-C Corporation
11085 Sorrento Vally
San Diego, CA 92121
(619)552-1213
Contact: Woody Johnson
Product Line: mirco processing parts and supplies

Micro Manufacturing
535 Old Nashville Hwy.
P. O. Box 1103
La Vergne, TN 37086
(615)793-5510
(800)248-5487
Fax: (615)793-5512
President: Jon Yarbrough
Operations/Sales: Mark Brown
Sales/Advertising: Charles Hiehle
Product Line: Turbo Joker Poker I and II, Classic Joker Poker, currency changers, E-prom programmer video cabinet assemblies, countertop video games, skill merchandising games, custom engineering (sold through distributors)

Mid-City Distributing Co., Inc.
4331 S. 87th St.
Omaha, NE 68127
(402)331-5154
President: Michael R. Hoberman
Service Manager: John Chizek
Parts Manager: Erik Eastwold
Comptroller: Dorothy Davitt
Representing: American Shuffleboard Coinco, Grayhound, Hollywood Crane, Seeburg, and a large selection of used phonographs, videos, pinballs, darts, pokers, etc.

Mission Pool Tables
30 W. Mission St.
Santa Barbara, CA 93101
(805)569-1444
Product Line: billiard supplies

Mitek Group/MTX Loudspeakers
One Mitek Plaza
Winslow, IL 61089
(815)367-3000
Product Line: loudspeakers and related electronics

Mobile Record Service Co.
2716 Penn Ave.
Pittsburgh, PA 15222
(412)391-8182
(800)245-4805
Fax: (412)391-8117
Contact: Ted Howell
Product Line: pre-printed compact disc title strips, CD's, 45's

Monarchy International
380 Swift Ave. #21
South San Fransisco, CA 94080
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Multispace (a div. of P. S. Hurlbut)
382 Laurelwood Rd.
Santa Clara, CA 95054
(408)988-4282
Fax: (408)970-8762
President: Terry A. Silva
Customer Service: Michael Pisano
Product Line: video game cabinets

Mike Munves Corp.
41 Relyea Pl.
New Rochelle, NY 10801
(914)636-5003
(212)279-6677
President: Joseph Goldsmith
Director of Sales: Ralph Hotkins
Product Line: coin-op arcade and novelty games; parts and repair; distributes his own games

National Billiard Co.
9930 Princeton-Glendale Rd.
Cincinnati, OH 45246
(513)870-0088
(800)543-0880
Fax: (513)870-0372
General Manager: Ray Warrick
Product Line: coin-op and non-coin pocket billiards, bumper pool, soccer; billiard supplies

P.K. Neuses, Inc.
P. O. Box 100
Arlington Heights, IL 60006
(312)253-6555
Fax: (312)253-6652
Product Line: tools, tool kits, and test equipment

Norwood Products Company
Box 333
Oscoda, MI 48750
(517)739-9852
(800)622-3221
President: Robert Wassmann
Secretary/Treasurer:
Melford Wassman
Sales Manager: William Miller
Product Line: MFC, billiard cues, 1 and 2 piece cues

Nova Industries
2075 23rd Ave.
Lachine, Quebec
Canada H8T 1X2
(514)636-4836
Product Line: video game cabinets

Omni Pacific
1168 N. Johnson Ave.
El Cajon, CA 92020
(619)579-6664
Product Line: cabinets on contract

On Target, Inc.
P. O. Box 1410
Eau Claire, WI 54702
(715)962-3715
Telex: (715)962-3870
Product Line: cricket dart game conversions for Arachnid & Merit dart games

Owl Darts, Inc.
2126 W. Callander
Peoria, IL 61604
(309)637-4122
(800)832-7871
Fax: (309)637-0296
President: Russell Kinzinger
Product Line: full line of soft tip and steel darts and accessories manufacturing our own soft tips - the Pro Tip

Pachinko Palace
8853 Wilbur Ave.
North Ridge, CA 91324
(818)772-0393
President: David Jackson
Vice President: Cynthia Jackson
Representing: Coinco, Global Billiards, Grayhound, MMI, Smart, Standard Changemakers
Product Line: plush supplies; parts and supplies to machines

Payphone of America
2749 L'vile Clemmons
P. O. Box 709
Clemmons, NC 27012
(919)766-6100
(800)255-5574
President & CEO: B.G. Hauser
Product Line: standard-electrical ITT pay telephones; enclosures and signs

Penn-Ray Sutra Corp.
P. O. Box 1088
3161-A State Rd.
Bensalem, PA 19020
(215)638-4720
(800)523-8934
General Manager: Robert C. Emmrich
Sales Manager: E. Xaviar Bridge
Representing: billiard, video and pinball parts and supplies; Tournament Soccer tables

Phoneco
Route 3, Box 590
Galesville, WI 54630
(608)582-4124
Owners: Ron and Mary Knappen
Product Line: modern, antique payphones and circuitry

Pinball Warehouse
8751 Tampa Ave.
Northridge, CA 91324
(818)885-5050
Product Line: equipment jobber; service and on-location repair work; parts and conversions; hard-to-find pinball schematics and parts; also pinball, video game, jukebox, dart games, and foosball table sales

Plateau, Inc.
One Plateau Lane
Tracy City, TN 37387
(615)592-2000
(800)228-8974
Fax: (615)592-2010
Product Line: convertible cabinet systems that will accept any kit on the market

Play Master-Renaissance
P. O. Box 359
Bland, MO 65014
(314)646-3294
(800)325-0087
Fax: (314)646-3557
Product Line: billiard supplies and non-coin tables

Pool Chalk Saver, Inc.
P. O. Box 46218
Mt. Clemens, MI 48046
(313)949-8855
Fax: (313)949-8855
Contact: Bonnie Robinson
Product Line: cue chalk holder

Precision Assembly Co.
5308 W. North Ave.
Chicago, IL 60639
(312)622-5411
President: Joseph J. Machina
Sales Manager: Peter D. Krebs
Production Manager: Anna L. Machina
Product Line: low voltage lighting devices for pinballs and other coin operated games

Print Products International
8931 Brookville Rd.
Silver Spring, MD 20910
(301)587-7824
(800)638-2020
Fax: (301)585-5402
(800)545-0058
Product Line: equipment, tools and supplies for electronic maintenance and service

Priority Cigarette Service, Inc.
3628 Prospect Ave.
Cleveland, OH 44115
(216)431-4100
Product Line: custom mirrored panels for cigarette vending machines; "The Competitor" coin holder for amusement devices; Wander computerized inventory control system for cigarette vending

Pro Circuitry
1332 Shoferd Ln.
State College, PA 16801
(814)234-3209
Partners: Jeff Renner, Greg Strader
Product Line: Selectra-4 games in one conversion system

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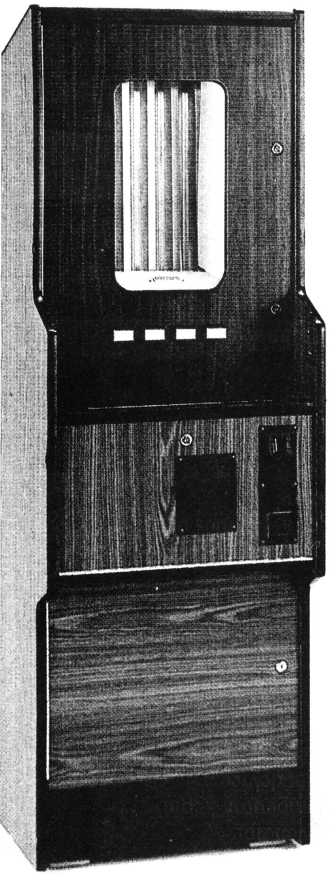

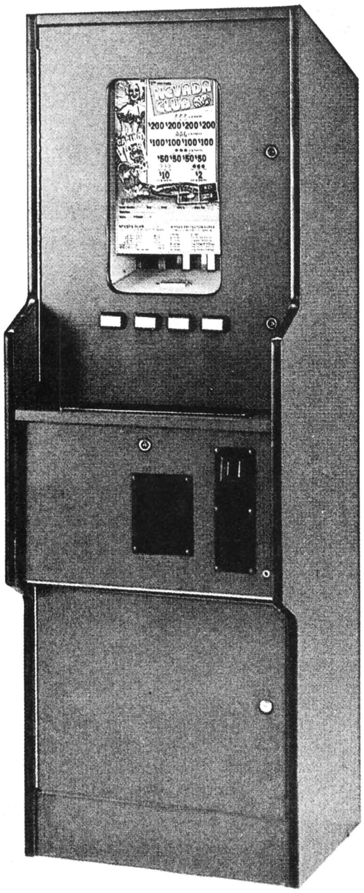

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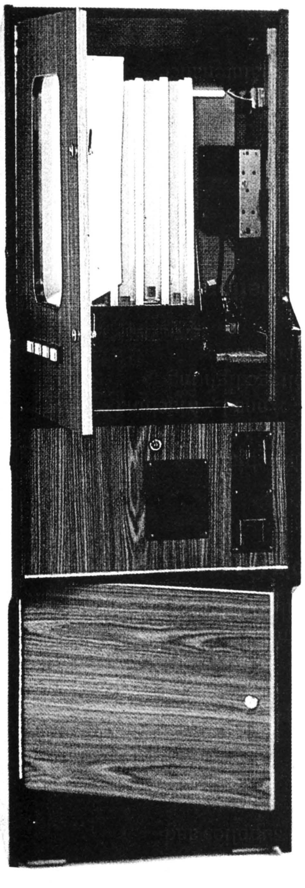

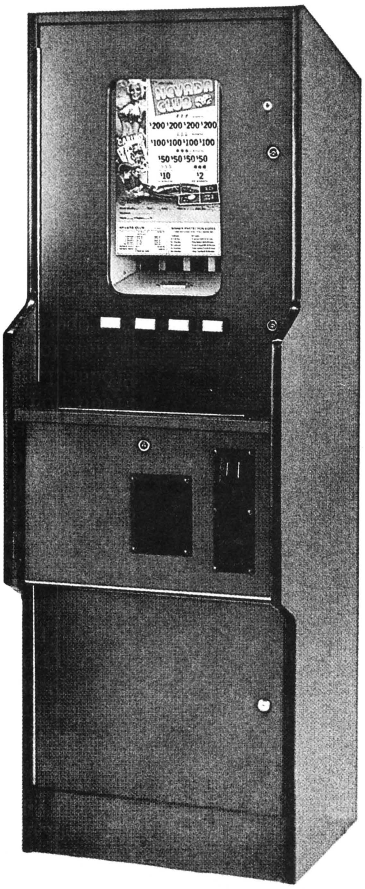

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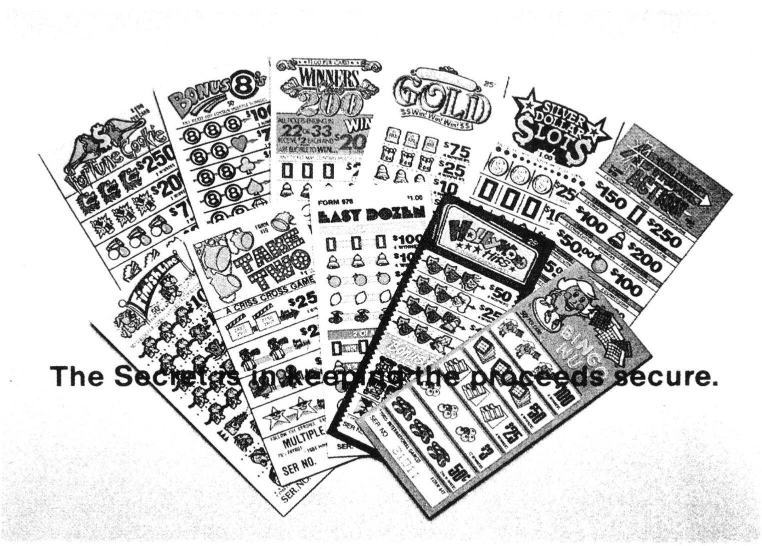

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Contacts: Larry Burns and Mary Harrington
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Lynwood, WA 98037
(206)742-1777
VP/Design & Marketing: Jerry Hohl
VP/Marketing: Eric Jacobson
Product Line: digital and analog engineering services; complete system design and packaging; manufacturing; electronic component sales

R & M Distributing Co.
540 Hempstead Turnpike
West Hempstead, NY 11552
(516)292-8900
(800)229-4fun
Fax: (516)292-8025
President: Rich Bartlett
Contact: Eric Debruce
Representing: Amazing Games, Amtech, Electrovend, Happ Controls, SMS

Raritan Computer Inc.
10 Ilene Ct.
Suite 1
Belle Mead, NJ 08502
(201)874-4072
Fax: (201)874-5274
Product Line: power supply; custom fabricated components for arcade industry; custom assemblies for arcade industry (active & inactive)

Red Baron Distributing
6540-A W. Central Ave.
Toledo, OH 43617
(419)841-2596
(800)331-3766
Fax: (419)841-6484
Contact: Bill Beckham, Greg Pesina
Product Line: complete conversion kits from all manufacturers

Remote Locator
2386 Hemstead Tnpk.
East Meadow, NY 11554
(516)579-2121
Fax: (516)579-2507
Product Line: Remote Locator

RGB Display Corporation
22525 Kingston Ln.
Grass Valley, CA 95949
(916)268-2222
(800)351-1777
Product Line: color monitors

Roger Williams Mint
79 Walton St.
P. O. Box 1038
Attleboro, MA 02703
(508)226-3310
(800)225-2734
Fax: (508)226-2033
Product Line: tokens, Q-bits, medals, gaming tokens

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Fo Tan, Shatin, N.T.,
Hong Kong
Leader Industrial Centre
Phone: 852-6986208
852-6941588
FAX: 852-6016094
Product Line: gaming PCB's, software

S.O.S. Dist. Co.
5861 Marion St.
Denver, CO 80216
(303)292-5853
Sales: Jim Francis
Sales: Scott Tompkins
Representing: NSM; parts and service for jukeboxes, videos and pinballs

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6345 W. Warwick Ave.
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(312)286-5629
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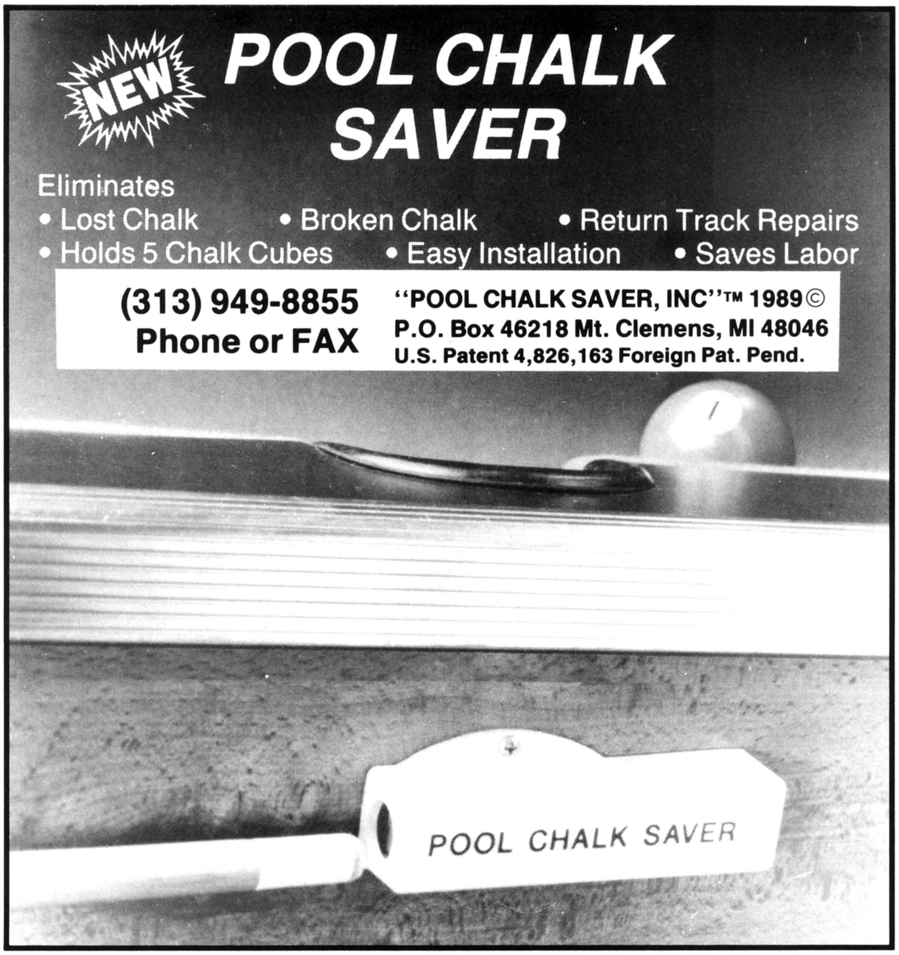
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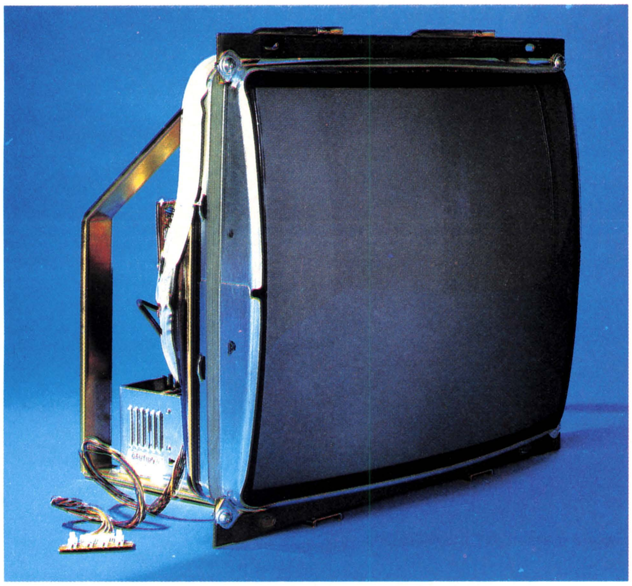
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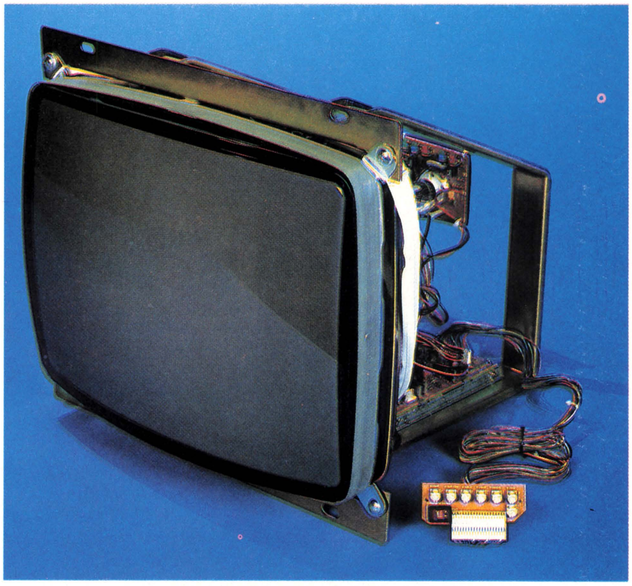
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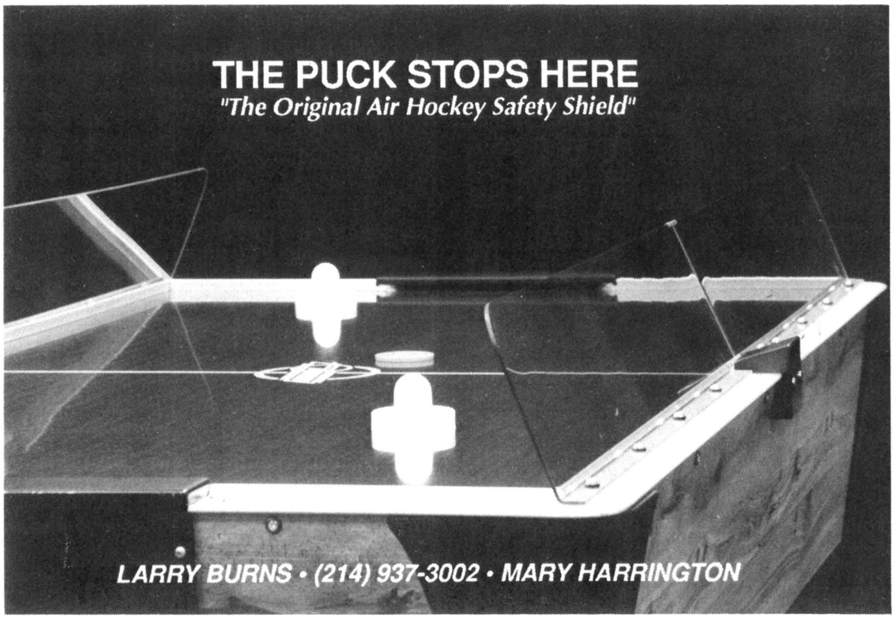
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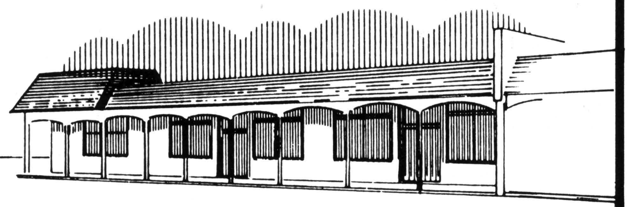

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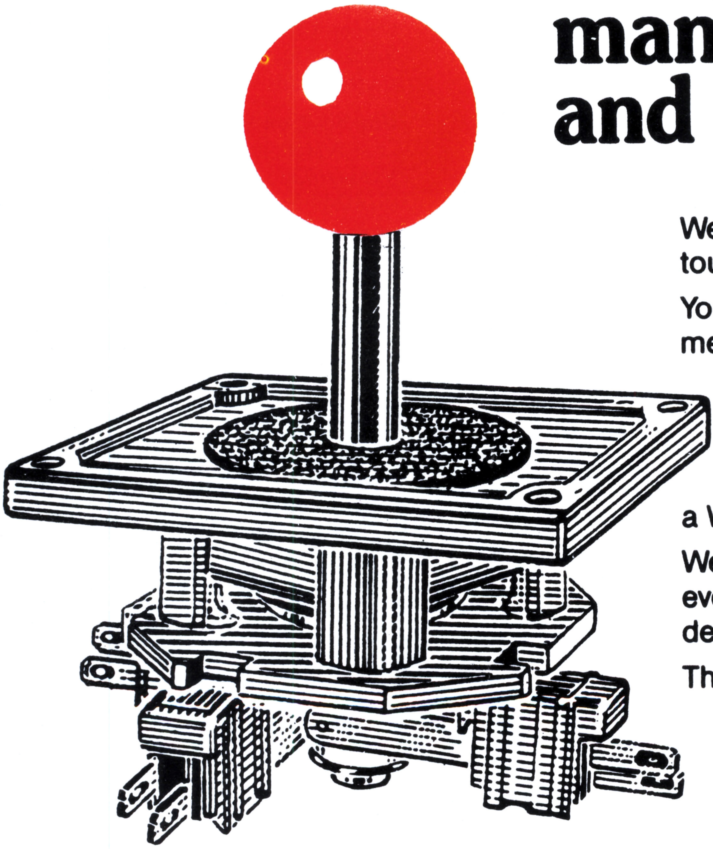

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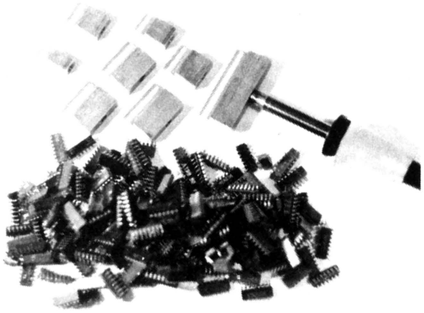

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J 'N' B Home Amusement Company
1707 So. Rt. 130
Burlington, NJ 08016
(609)386-6696
(609) 387-0620
Product Line: service, parts, and sales for coin-op equipment of all types

Jay's Vending Service
6812 North Point Rd.
Baltimore, MD 21219
(301)388-0993
Contact: Jay
Product Line: board repair of all types, specializing in poker boards
Representing: American Sammy, American Shuffleboard, Coin Concepts Grayhound, Pro-Curcuitry, Strata, Tecmo, Tekbilt, UBI

Jensen Tools, Inc.
7815 S. 46th St.
Phoenix, AZ 85044
(602)968-6231
Telex: 910-950-0115
Fax: (602)438-1690
Product Line: video game service kits containing repair and conversion tools

Just Vibrations International
P. O. Box 1505
Arroyo Grande, CA 93420
(805)489-1815
Fax: (805)489-0026
Owner: Nancy Duncan
Product Line: Footsie Wootsie (foot massage novelty machine); also distribution, service, and leasing

Karlin Electronics Corp.
31119 Greenfield Rd.
Birmingham, MI 48033
(313)642-2521
(800)532-7466
Fax: (313)642-1345
President: Karl A. Weiss
Vice President: Joseph A. Lane, Jr.
Product Line: refurbished Western Electric coin phones and associated parts

Laser Tronics
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Concorb, CA 94521
(415)687-0490
Product Line: service and repair of Pioneer, Phillips, Sony and Hitachi laser players; parts and discs for lasergames

Louise's Harness Shop
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(800)365-1941
Fax: (205)365-4435
Product Line: JAMMA harnesses, game harnesses for video, pinballs, and vending machines; monitor board repairs, interface printed circuit boards, and color conversion PCB for Nintendo monitors.

Micromax Corp.
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Egg Harbor, NJ 08215
(609)965-4973
Contact: Franki Marinelli
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Director of Sales: Ralph Hotkins
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VP/Customer Service: Dan Metzler
VP/Technical Services: Jan Finegan
Secr./Treasurer: Willis Massinggale
Product Line: "smart" coin-op payphones; parts and service

Nu Concept Systems, Inc.
2725 Advance Ln.
Colmar, PA 18915
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(800)762-4278
Telex: 279626
Fax: (215)822-1427
Product Line: printed circuit board rework/repair equipment and static control equipment

Pace, Inc.
9893 Brewers Ct.
Laurel, MD 20707
(301)490-9860
Telex: 198296PACE UT
Fax: (301)498-3252
Product Line: soldering & desoldering device

Pinball Warehouse
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Northridge, CA 91324
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Contact: Eric Debruce
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(800)525-8694
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Representing: Grayhound, Kramer, Master's Choice dart supplies, Mitek audio; repair of all types of coin-op equipment

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(404)925-8337
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(609)662-1080
Fax: (609)488-9326
Publisher/Editor: James Calore
Office Manager: Sharon Eckert
Product Line: publisher of service manuals and Star Tech Journal, the technical and informational monthly for the coin-op industry; capacitance and parts testers from Beckman Industrial, mail list rental.

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(717)794-2191
(800)233-1128
Fax: (717)794-2080
Product Line: electronics texts

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(800)323-3856 (outside IL)
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(408)723-7401
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(800)225-5370
Telex: 383 088
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Booklyn, NY 11236
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Product Line: repair of coin-op equipment; route and arcade service test equipment

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Mill Creek, WA 98012
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(800)426-9265
Fax: (206)743-1360
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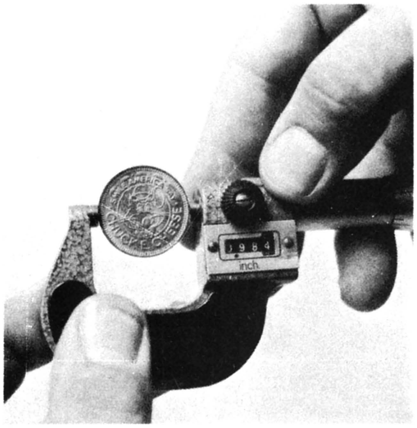

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Sales Supervisor: Art Olita
Sales: Tom Shabel
Dir. of Marketing: Marty Stewart
Product Line: tokens

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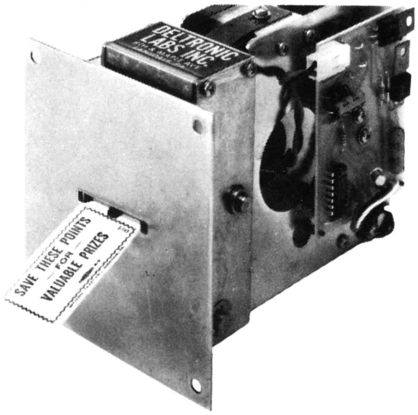

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Product Line: basketball game, ticket dispensing machine, video recording booths

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Indianapolis, IN 46218
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(800)428-7147
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(800)432-8363
Representing: Mars Electronics

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(304)725-3481
(800)624-0553
Fax: (304)725-1606
President: Gerald Kamman
Product Line: cold-drink vending machines

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President: E. W. Flatto
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Fax: (716)542-4610
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Product Line: gumball vendors

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Product Line: vending repair; sales and service

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Product Line: beverage dispensing equipment

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Fax: (417)358-1849
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(407)856-0406
Fax: (401)467-8320
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Vice President: Peter Robinson
Product Line: talking parrot egg vending machine

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Aurora, IL 60506
(312)896-8555
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VP of Marketing/Sales: J. C. Dee
Mgr. Customer Relations: A. Berns
Product Line: glass-front Snack, Snack/Food Combo, Countertop Snack

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Fax: (416)750-4902
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President: Thomas Goldberg
Vice President: Scott Housefield
Secretary/Treasurer: Jane Goldberg
Sales: Tim Dwyer
Service & Parts: Max Wright
Product Line: vending and games
Representing: Amana, Arachnid, Atari, Coinco, Cuno, Data East, Dynamo, Everpure, Konami, Maka, Mars, Nintendo, NSM-Loewen, Reynolds, Rock-Ola, Sega, SNK, Taito, USI, Valley, Williams Tecmo, Leland

Mountain Coin Machine Dist.
2632 North 37th Dr.
Phoenix, AZ 85009
(602)269-7596
Fax: (602)269-7818
Owner: World Enterprises
President: Elden Kingston
Manager: Larry Turner
Representing: American Shuffleboard Arachnid, Ardac, Automatic Products Bally, Capcom, Data East, Dynamo, Exidy, Game Plan, Konami, Leland, Memetron, Merit, RMI, Nintendo NSM-Lions, Premier, Seeburg, Sega, Taito, Tradewest, Valley, Vendo/USI, Very Fine juice vendors

Mr. Crispy's Ltd.
89 Courtland Ave.
Concord
Ontario, Canada L4K 3T4
(416)660-7292
Fax: (416)660-7614
General Manager: Flavelle Barrett
Product Line: french fry vending machines

Mr. Vend
9588 Topanga
Canyon Blvd.
Chatsworth, CA 91311
(818)718-6061
Fax: (818)718-0712
President: Simon Grill
Product Line: coin-op vending and novelties; impulse machines; toy/balloon vendors

Nationwide Marketing Services
13 Palm Court
Suite #10
Selden, NY 11784
(516)732-2042
(800)696-VEND
(516)732-3100
President: Jack Falb
Vice President: Brian Falb
Product Line: maker of cigarette lighter (free advertising) vendor; (Bic) manufacturer reps for Easy-Vend and Ultra-Vend Bulk vending machines; countertop and upright snack machines both mechanical and electro-mechanical in various sizes; soda/pop vending machines; personal care vendors; microwave vending machines; baseball card vendors; juice vending machines, and various coin-operated interchangeable video games and amusement machines at low wholesale prices

Navigation Technologies
(Karlin & Collins)
740 E. Arques Ave.
Sunnyvale, CA 94086
(408)736-3700
Fax: (408)736-3734
VP/Sales & Marketing: Bob Hitchcock
Product Line: vending machine that prints computerized driving directions in major cities

Oak Mfg. Co., Inc.
650 S. Ave. 21

Please contact us for information on our Egg Vending Machines. 4 different characters now available.

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N.E.T.

National Entertainment Technologies, Inc.
P.O. Box 648 • Marshfield, Mo. 65706
Out of Mo.: 1-800-458-4116
In Mo.: 417-468-2900

Los Angeles, CA 90031
(213)233-4202
Product Line: gumball vending machines; bulk vending machines

Ore-Ida Vended Products
P. O. Box 9
Boise, ID 83707
(208)383-6700
Gen. Mgr. of Marketing: Joe Finch
Product Line: french fry vending machine

Parkway Machine Corp.
1930 Greenspring Dr.
Timonium, MD 21093
(301)252-1020
(800)638-6000
Telex: 4990868
Fax: (301)252-7137
President/Treasurer: Edward Kovens
VP/Secretary: Murray Kovens
Product Line: vending machines, parts, candy nuts, capsules, coin counting equipment, money weighing scales, latex, stamp machines.

Peerless Coin Op. Corp.
1157 N. Circle Dr.
Colorado Springs, CO 80909
(719)570-7638
President: John Dorrough
Product Lines: vending

Polyvend, Inc.
South German Ln.
Conway, AR 72032
(501)327-1301
Fax: (501)327-4158
VP Sales/Marketing: Kerry Molder
Product Line: tabletop and upright snack vending machines

Priority Cigarette Service, Inc.
3628 Prospect Ave.
Cleveland, OH 44115
(216)431-4100
Product Line: custom mirrored panels for cigarette vending machines; "The Competitor" coin holder for amusement devices; Wander computerized inventory control system for cigarette vending

Rock-Ola Mfg. Corp.
313 S. Rohlwing Rd.
(Hwy. 53)
Addison, IL 60101
(312)629-9200
Telex: 910-221-2716
Fax: (312)628-0019
Chairman: David C. Rockola
President: Donald Rockola
Sales and Marketing Manager: Frank W. Schulz
East/Region Sales: Robert Hesch
Credit Manager: Ed Schweitzer
Product Line: jukeboxes and accessories; cold can drink and juice vendors

Rockwell Enterprises, Inc.
255 W. Torrance Blvd.
Carson, CA 90745
(213)532-5121
(800)331-0293
(800)345-5891 (CA)
President: Currie Armstrong
VP/Sales: Dick Herbert
Product Line: electronic love meter; Bic and Scripto lighter vendors

Rowe-Dallas
3115 Halifax
Dallas, TX 75247
(214)638-4280
Fax: (214)638-3310
Manager: Bill Merrell
Representing: Coinco, Dixie-Narco, Litton microwave, Mars, Rowe vending and bill changers

Rowe International, Inc.
2689 Longate Dr.
Memphis, TN 38132
(901)345-7811
Fax: (901)398-0578
Branch Manager: Jim Geraci
Vending Sales: Reggie Gable and Donnie Burkeen and Jay McLean
Phonograph and Game Sales: Vickie Blackburn
Product Line: full line vending, bill changers, and phonographs

Rowe International, Inc.
75 Troy Hill Rd.
Whippany, NJ 07981
(201)887-0400
Telex: 219052
Fax: (201)887-2851
President: Bruce Cowles
Sr. VP/Sales/Mktg: Jerry Hejtmanek
VP/Dist. Operations: Jerry Gordon
VP/Marketing: Edward Wiler
VP/Music: Joel Friedman
VP/Currency Products: Sanford Murck
Mgr. Mktg. Services: Jerry Maguire
Product Line: video jukeboxes, audio jukeboxes, music systems, full line vending and bill changers

Rowe-Los Angeles
1433 W. Pico Blvd.
Los Angeles, CA 90015
(213)747-9326
Manager: David Hall
Sales: Dan Hammond
Sales: Wally Dietrich
Office Manager: Janet Hokama
Sales: Robert Reis
Representing: Rowe vending and bill changers, Dixie-Narco, Litton microwave

Steiner Mfg. Co., Inc.
617 Sackett St.
Brooklyn, NY 11217
(718)875-0835
(800)445-4321
President: Richard Sidorsky
Product Line: makers of sticker, bumper sticker, postage stamp and baseball card vending machines; a full line of stickers and photographs including licensed items

Store Enterprises, Inc.
251 W. Holbrook Dr.
Wheeling, IL 60090
(312)541-3350
(800)733-7767
Fax: (312)541-9271
Product Line: animated vendors and bulk vending; bulk and capsuled toys for crane and novelty games; bulk candy

Stuck-On-Stickers
350 Coney Island Ave
Brooklyn, NY 11218
(718)851-5100
President: Mike Silverbush
Product Line: vending machines for stickers and plastic laminates; stickers for such machines and for bulk venders; exclusive license for Betty Boop & Popeye characters; 25-and 50-cent vends in stock

Talking Vendor Co.
P. O. Box 326
Chatham
Ontario, Canada N7M 5K4,
(519)351-2181
Fax: (519)351-7304
Sales Manager: Ken McPhail
Product Line: makers of talking bulk vending machines

Twelve Signs, Inc.
3369 S. Robertson Blvd.
Los Angeles, CA 90034
(213)553-8000
Fax: (213)836-0110
President: Richard W. Housman
Vice President Marketing and Distributing: Steve Davis
Sales Manager: George Grey
Director of Advertising: Michael Fodor
Service Manager: Hanky Kim
Product Line: horoscope scroll vending machines and displays

21st Century Vending, Inc.
E. 11802 Mansfield
Suite #1
Spokane, WA 99206
(509)924-8110
Fax: (509)924-5147
President: Jack Linton

Vice President: Karen Anderson
Product Line: vending machine that dispenses a wide range of personal products which the firm also supplies

U-Seal-It Co.
1739 W. 132nd St. Rear
Gardena, CA 90249
(213)532-5321
Fax: (213)532-6543
President: Aaron Lieberman
Product Line: vending machine that dispenses plastic baseball/football cards, plastic laminate, and stickers

Ultra-Water Vending Ltd.
1373 Winnepeg St.
Regina, Saskatchewan
Canada S4R 1K2
(306)352-3817
Product Line: purified water vending machine

USI Corp.
8040 University Blvd
Des Moines, IA 50305
(515)277-5397
(800)247-8709
Fax: (515)274-0390
President: David Forlenza
Vice President/Sales: Jack Kellam
Product Line: full line of vending machines

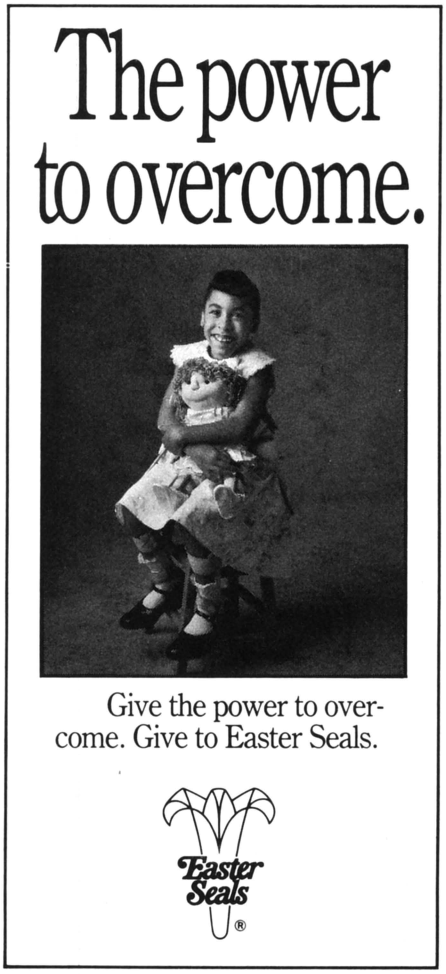
The Vendo Co.
7209 N Ingram
Fresno, CA 93650
(209)439-1770
(800)344-7216
Fax: (209)439-2083
President: Joe R. Town
Senior VP: William W. Astin
Director/Sales: Galen Corson
Product Line: can and bottle vending machines; parts, supplies and accessories

Vendors Exchange, Inc.
4020 Payne Ave.
Cleveland, OH 44103
(216)432-1800
(800)321-2311
Fax: (216)432-2786
President: Les Garson
Vice President: Reid Garson
Vice President: Greg Garson
Secretary/Treasurer: Brent Garson
Sales Manager: Marv Miller
Representing: Amana, Coinco, Letrovend, Mars, Metalmaster, NRI-Changetron, Reynolds, Rock-Ola vending, Royal, Wittenborg; rebuilt equipment, as-is equipment, replacement parts, rebuilding service, Metalmaster condiment stands

Veryfine Products, Inc.
P. O. Box 2425
Harwood Station
Littleton, MA 01460
(617)486-3521
Product: canned and bottled juices and drinks for vending

Viking Sales Group Ltd.
12559 Holiday Dr.
Alsip, IL 60658
(312)396-1075
Fax: (312)396-1834
President: James McClelland
Vice President: William Caldwell
Product Line: Ardac, Coin Data, Digitronic payphones, Gametronix, Grayhound, Mars, National Vendors, Nelson Technology, Viking

Wittenborg USA, Inc.
4295 F Int'l Blvd.
Norcross, GA 30093
(404)381-1111
(800)654-7065
Fax: (404)381-0070
VP/Sales & Marketing: Dave Mullins
Product Line: food & drink vending machines; microwave ovens and stands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205 The Strand
Alexandria, VA 22314
(703)548-8044
Fax:(703)836-1388

Amusement & Music Operators Association
111 E. Wacker Drive #600
Chicago, IL 60601
(312)565-4602
Telex:62896249
Fax:(312)565-4658
Executive VP: John M. Schumacher
Exhibits Manager: Ann Harris
PR Manager: Fred Newton
President: Clyde Knupp
First VP: Jack Kerner
Treasurer: James Trucano
Secretary: Eugene Urso
Product Line: not-for-profit trade association representing the
coin-op amusement, music and vending industries

ASCAP
One Lincoln Plaza
New York, NY 10023
(212)870-7576
Product Line: performing rights society

Broadcast Music, Inc. (BMI)
320 W. 57th St.
New York, NY 10019
(212)586-2000
Fax:(212)489-2368
Product Line: performing rights organization

Music Video Association
1620 16th Ave. S.
Nashville, TN 37212
(615)269-7071
Press/Publications: Jeff Walker

National Automatic Merchandising Association (NAMA)
20 N. Wacker Dr.
Chicago, IL 60606
(312)346-0370
Fax:(312)704-4140
President: James A. Rost

Vidion (International Assoc. Video Game Players)
717 D St. NW
5th Floor
Washington, DC 20004
(202)659-3918
Fax:(202)347-5829
Contact: David Rice / Vidion on-line PC network forum, national coverage, real-time game play, markets game software over network, 21,000 member/subscribers

U.S. TRADE SHOWS

ACME
American Coin Machine Expo
(Sponsored by Play Meter & AAMA)
16066 South Park Ave.
South Holland, IL 60473
(312)333-9292
Telex:ITT-4943831BGVI
Fax:(312)333-4086
Contact: Bill Glasgow, Sr.

Amusement & Music Operators Association
111 E. Wacker Drive
#600
Chicago, IL 60601
(312)565-4602
Telex:62896249
Fax:(312)565-4658
Exhibits Manager: Ann Harris
PR Manager: Fred Newton

International Assoc. of Amusement Parks & Attract.
(IAAPA)
4230 King St.
Alexandria, VA 22302
(703)671-5800
Telex:853485 IAAPA
Fax:(703)824-8365

International Consumer Electronics Show
(CES)
1722 Ieye St. N.W.
Washington, DC 20006
(202)457-8700
Fax:(202)457-4901

Pinball Expo / Flip Out Pinball Tournament
2671 Youngstown Rd.
Warren, OH 44484
(216)369-1192
Show Contact: Robert Berk
Exhibits Chairman: Mike Pacak
1-800-321-2722
Show Date: Nov. 9 & 10
Location: Ramada Hotel/O'Hare
6600 N. Mannheim Rd.
Rosemont, Il 60018

Nightclub, Bar & Restaurant Expo
305 W. Jackson Ave.
Oxford, MS 38655
(601)236-5510

For additional copies of this Directory send $15 to Playmeter Magazine, P.O. Box 24170, N.O. La. 70184.

FOREIGN ASSOCIATIONS/ TRADE SHOWS

Amusement Machine Operators Association
P. O. Box 206
Earlwood 2206
Australia
(02)559-1498
Fax:(02)559-4542

Amusement Trades Exhibitions Ltd.
122 Clapham Common
North Side
London SW4 9SP,
England
(01)228-4107
Telex: 916-040
Fax: (01)223-0257
Contact: J. S. Burnip

Anfragen von der Vereinigung automatenhandel
Nederland (Van)
Postbus 70
5258 ZH Berlicum
Holland

Asociacion Nacional De Maquinas Recreatives
(ANDEMAR)
Estebanez Calderon,
5.5 Madrid-20
Spain
Phone: 2790962-3

British Amusement Catering Trade Association(BACTA)
122 Clapham Common
North Side,
London SW4-9SP
Great Britain
(01)228-4107
Telex:916040
Fax:(01)223-0257

Condederation Du Commerce Luxembourgeois A.S.B.L.
23 Centre Alleee-
Scheffer, Luxembourg
Limpertsberg, Luxembourg
Phone Number: 473 25
Fax: 20059

Dansk Automatenbrancheforening
Kastanie Alle 20,
DK-2720
Denmark
Phone: 00 451 71 94 02
(00 45) 31719402

Deutscher Automaten-Grosshandels-Verband (Dagv)
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West Germany
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Phone: 06 21/44 10 68

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Rimini Trade Fair Corp.
P.O. Box 300
47037 Rimini (Italy)
Tel: 0541/782000
Telex: 550844 Fierim I
Telefax: 0541/774313

Irish Amusement Caterers' Association (ACA)
Main Street,
Bundoran,Co. Donegal
Ireland
Phone: 072 41257

Irish Amusement Trades Association (IATA)
78 St. Lawrence Rd.
Clontarf
Dublin 3, Ireland
Phone: 01 337415

JAMMA
Japan Amusement Machinery Manufacturers' Association
Room 704, Nagata-Cho, TBR Bldg.
2-10-2 Nagata-Co.
Choyoda Ward, Tokyo 100
Phone: 81-3-593-2564
FAX: 81-2-581-3656

Nihon Shopping Center Amusement Park Op. Assoc.
9th/Yasuda Seimei Bl
3-8-1- Chome Shibuya
Shibuya, Tokyo 150
Japan
(03)486-6661
Fax:(03)407-8794
Director and Chief Secretary:
Miyahara Hisashi

Norsk Automatbransjeforening
C/O Adv Per Selinger
Tollbvgtha 12, 0152
Oslo 1, Norway
Norway
(2) 41-0900
Telex: 2-426433

Northern Ireland Amusement Caterers' Association
7/9 Annesley Street
Belfast, Northern Ireland
Phone: 74 3994

Sveriges Automatagares Riksforbund
Box 1136,
S-17122 Solna
Sweden

Union Belge De L'Automatique (UBA)
44 Place Princesse
Elisabeth, Bte 3
1030 Brussels
Belgium
Fax:02 242 24 79
Phone: 02 242 71 74

Verband Der Munzautomatenwirtschapt
A-1200 Wien
Wallensteinstrasse 5
Austria
Phone: 0222 33 21 87

Verband Der Schweizerischen Automatenbranche (VSA)
Gubelstrasse 28
Postfach 9070
CH 8050 Zurich
Switzerland
(01)311-3577
Fax:(01)311-5175
Secretary: Ted Blattner

Verband Der Deutschen Automaten-Industrie (VDAI)
Reuterstrabe 159
5300 Bonn 1
West Germany
Telex:08-881829
Phone: 02 28/22 29 14-15
FAX: 02 28/22 29 16

Zentralorganisation Der Automatenunternehmer (ZOA)
Esplanada 6,
D-2000 Hamburg 36
West Germany
Fax:040-35 4606
Phone: 040-34 06 36

LEAGUES

American Shuffleboard Co.
210 Paterson Plank Rd.
Union City, NJ 07087
(201)865-6633
Product Line: information and materials for shuffleboard league

AMOA National Dart Association
141 West Vine St.
Milwaukee, WI 53212
(414)263-2444
Fax:(414)265-9199
Executive Director: Joseph Conway

Arachnid, Inc.
6421 Material Ave.
Box 2901
Rockford, IL 61132
(815)654-0212
(800)435-8319
Contact: Sam Zammuto
Contact: Marcio Bonilla
Product Line: Dart league

Dynamo Corporation
2525 Handley-Ederville Rd.
Richland Hills, TX 76118
(817)589-7699
(800)527-6054
Fax:(817)284-7606
Contact: Mark Robbins
Product Line: table soccer, air hockey, and pool tournaments and promotions

Merit Industies
2525 State Rd.
Box 5004
Bensalem, PA 19020
(215)639-4700
President: Peter Feuer
Vice President: Mort Ansky
Product Line: dart league tournaments and promotions.

National Pocket Billiard Association
2635 W. Burnham St.
P. O. Box 15365
Milwaukee, WI 53215
(414)672-3935
(800)832-6287
Product Line: exclusive free to coin operators franchises, available within your area

U.S. Air-Table-Hockey Association
P.O. Box 25338
Houston, TX 77265
(713)523-3511
Contact: Mark Robbins
Product Line: tournaments and promotions, player organization

Valley National 8-Ball League Association, Inc.
333 Morton St.
Bay City, MI 48706
(517)893-1800
(800)544-1346
Fax:(517)892-6513
Product Line: national operator-run 8-ball league; free operator information kits available

STATE ASSOCIATIONS

Arizona

Arizona Coin Operators
1909 W. Joan de Arc
Phoenix, AZ 85029
(602)934-0907
Contact: C. M. Schoettlin or
Marty Ancona

Arkansas

Arkansas Music Operators Association
1300 Tower Bldg.
4th at Center Sts.
Little Rock, AR 72201
(501)374-7745
Executive Director: Walter Skelton

California

Amusement Association of California
8853 Wilbur Ave.
Northridge, CA 91324
(818)775-1935
President: David Jackson
Vice President: Kathy Moore
Secretary/Treasurer: Gelly Borromeo

California Coin Machine Association
925 "L" St. #780
Sacramento, CA 95814
(916)441-5451
Fax:(916)442-5961
President: Jim Reed
Director: Dennis Loper
Director: John Wendt

Colorado

Rocky Mountain Amusement & Music Operators Assoc.
6321 N. Washington
Unit A
Denver, CO 80216
(303)289-6200
President: Gary Benson
Secretary/Treasurer: JoAnne Hackett

Connecticut

Amusement & Operators of Connecticut, Inc.
13 Britton Drive
Bloomfield, CT 06002
(203)243-1461
Contact: Abe Fish

Eastern Connecticut Music Operators Association
P. O. Box 940
Norwich, CT 06360
(203)889-8471
President: Marvin Horwitz

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Florida Amusement Vending Association
P. O. Box 13089
Tallahassee, FL 32317
(904)878-3134
Fax:(904)878-1291
Executive Director: Bob Rhinehart
President: Anthony Falcigno

Georgia

Georgia AMOA
6115-A Northbelt Dr. Tower
Norcross, GA 30071
(404)448-8011
Contact: Gaines Butler

Idaho

Amusement & Music Owners of Idaho
2400 E Hill Rd.
Eagle, ID 83616
(208)345-5305
President: Jeff Inglis

Illinois

Chicago Metropolitan Music and Amusement Assoc.
710 Ogden
Suite 113
Naperville, IL 60563
(708)369-2406
Contact: Art Seeds or Ellen Donovan

Illinois Coin Machine Operators Association
710 E. Ogden
Suite 113
Naperville, IL 60563
(708)369-2406
Executive Vice President: Art Seeds
Executive Director: Ellen Donovan

Indiana

Indiana Amusement & Music Operators Association
P. O. Box 1382
La Porte, IN 46350
(219)362-3458
President: Joel Essex

Iowa

Iowa Operators of Music & Amusement
15 S. 1st Street
Box 153
Fort Dodge, IA 50501
(515)955-8560
Fax:(515) 576-2308
President: Laverne Fischels of Fischels Music Co.

Louisiana

Louisiana AMOA
c/o V-J Vending Ser.
4444 Kirkman
Lake Charles, LA 70605
(618)478-1996
President: Chris Kanellakis

Maryland

Maryland Amusement Operators Association
P. O. Box 315
Millersville, MD 21108
(301)987-9060
President: Tom Foley

Ocean City Arcade Owners Association
14 Worcester St.
Ocean City, MD 21842
(301)289-6738
Contact: James Mathias

Massachusetts

Coin Machine Industries Assn. of New England, Inc.
715 Boylston St.
Boston, MA 02116
(617)226-6800
Contact: Mr. Richard Guild

Michigan

Michigan Coin Machine Operators Association
523 West Ionia
Lansing, MI 48933
(517)372-2323
President: Charles Williams

Minnesota

Minnesota Operators of Music & Amusements
4805 Zenith Avenue S
Minneapolis, MN 55410
(612)927-6662
President: Tami Norberg Paulsen
Executive Director: Hy Sandler

Mississippi

Mississippi Coin-Operators Association
615 Johnson St.
Vicksburg, MS 39180
(601)636-3481
Telex:636-5594
President: John Bell

Missouri

Missouri Amusement Machine Operators Association
5467 Highland Park D
St. Louis, MO 63110

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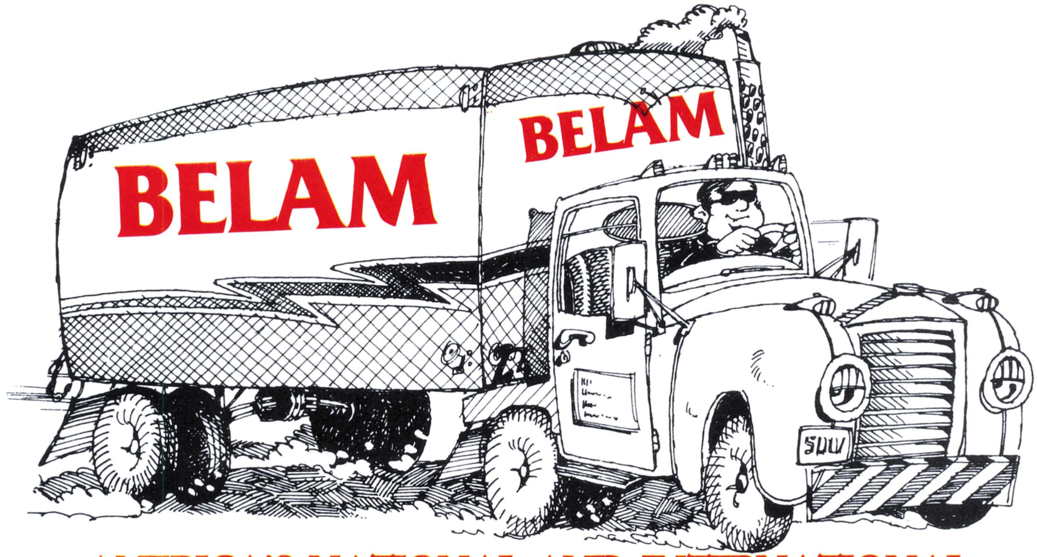

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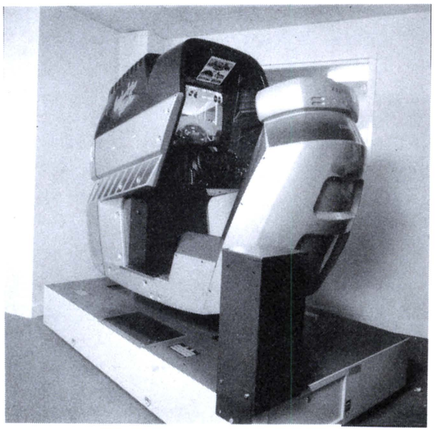

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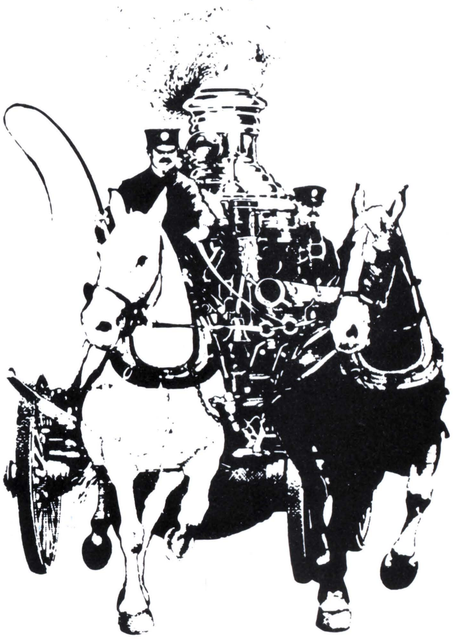

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- Encourages league formation...player interest...and operator income!
- Standardized rules & regulations
- Sponsor of annual AMOA National Team Dart Tournament

Member Assistance Program

- Tap the expertise of AMOA's officers and directors on these topics: location contracts, budgets, vehicle expenses, jukebox programming, leagues, computerization, merchandise redemption and much more!

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- Recognized voice of the coin-operated amusement, music & vending industry!

Plus...

- AMOA Status of the Industry Survey
- Bimonthly Newsletter
- Annual Membership Directory

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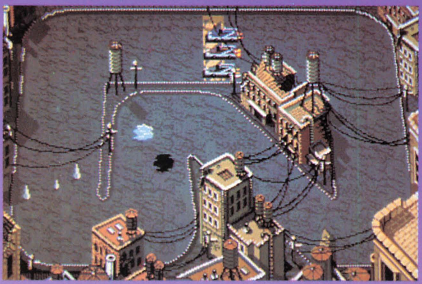
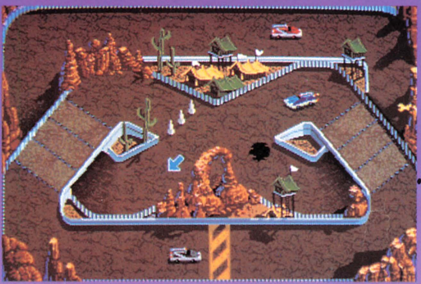
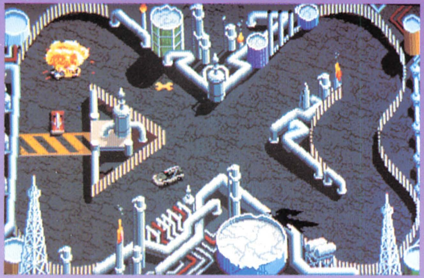


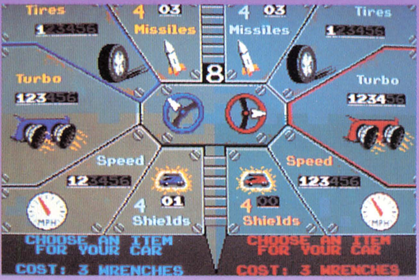
The city—watch out for falling power lines and the falling water tower.



The desert—the mountain will crumble and fall onto the track.



The refinery—be carefull of creating oil spills.



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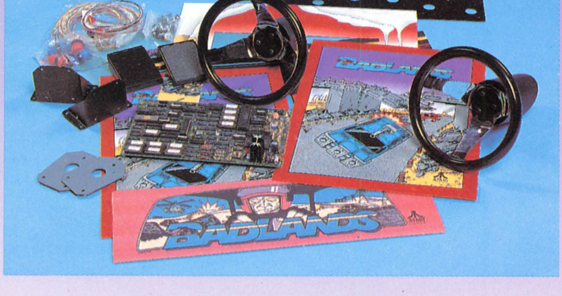

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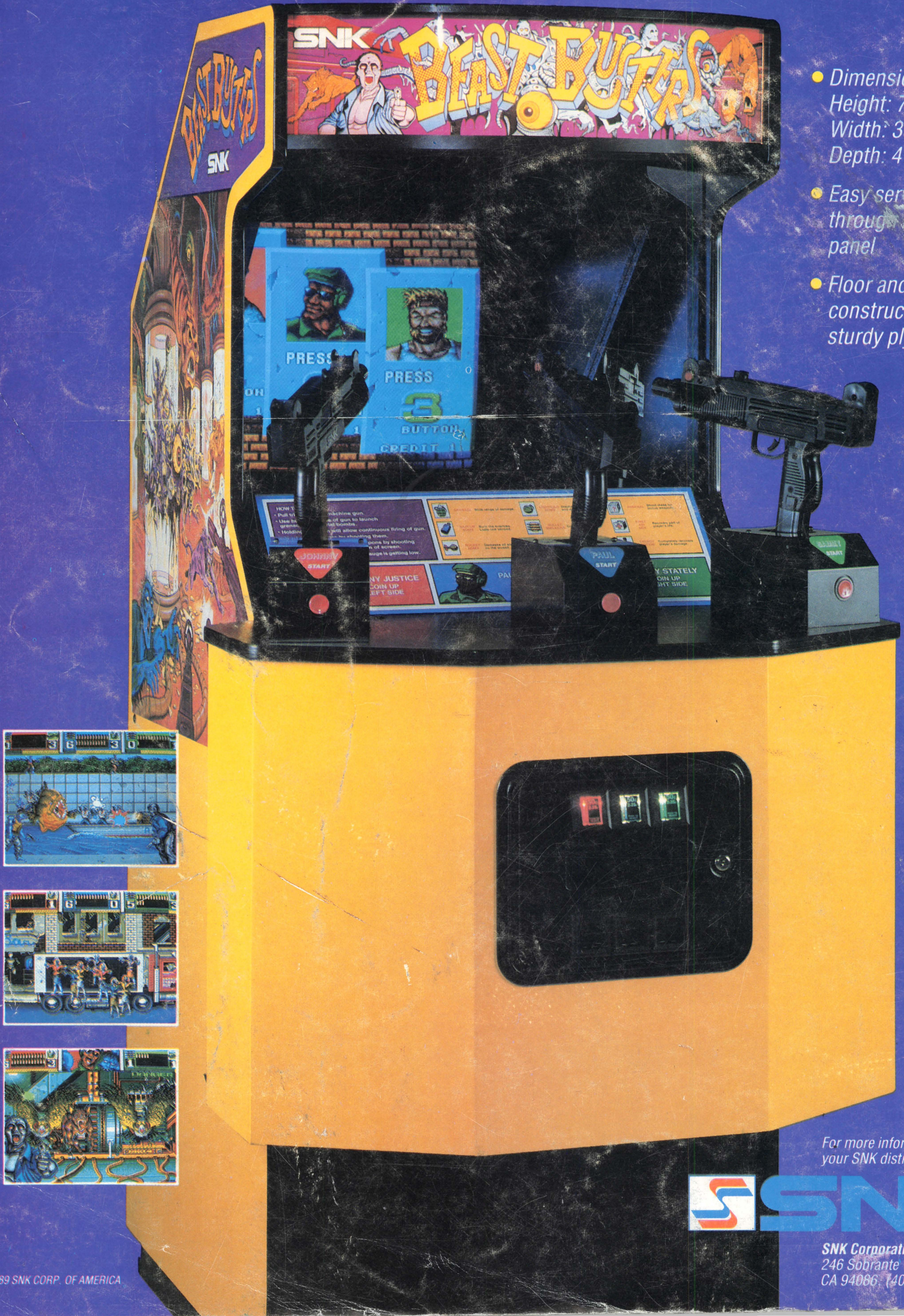
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